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HARDWARE merchants are invited to furnish suggestions in regard to desirable methods of accommodating and displaying goods, of which use will be made in the series of articles on store arrangement appearing in THE IRON AGE, and in future editions of this book.

THE AMERICAN
HARDWARE STORE

A MANUAL OF APPROVED METHODS OF ARRANGING AND DISPLAYING HARDWARE

BY R. R. WILLIAMS
Hardware Editor of THE IRON AGE

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THIS volume is based on a series of articles in The Iron Age on the arrangement of Hardware stores. It is descriptive of the best methods of accommodating and displaying the large variety of goods which are carried in stock in representative Hardware stores of this country. It is hoped that the descriptions of the various methods illustrated will be suggestive and helpful to the trade.

The author desires to acknowledge his indebtedness to the Hardware merchants in all portions of the country who contributed much of the information embodied in this volume, and to whom accordingly credit is to be given for whatever of value it contains. Reference is also made to the careful and efficient assistance rendered by Frank E. Thompson, a member of the editorial staff of The Iron Age, whose practical knowledge and painstaking care have contributed not a little to the accuracy and usefulness of the work.

The publication of the articles on the subject to which this book is devoted resulted in calling the attention of the trade to the importance of having convenient and attractive stores, and put within their reach information in regard to correct principles and methods so generally, that there is scarcely a town or village in the country in which their influence has not been felt and their suggestions followed. It is hoped that the publication of this volume will still further promote the improvement of Hardware stores, and the convenience and profit of the large and influential class of merchants to whose interests it is devoted.

With the attention which the matter of store arrangement now receives from enterprising merchants new and improved methods are constantly coming into use. In view of this fact a cordial invitation is extended to the trade to furnish further suggestions or information on the subject, of which appropriate use will be made in the columns of The Iron Age, and in future editions of this book.

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CHAPTER I.

General Arrangement.

The arrangement of a Hardware store and the allotment of space to the different goods will depend largely upon the store's location, whether in city, town, village or hamlet; on the size and shape of the salesroom and the extent of other accommodations for storing goods, whether in cellar, loft or warehouse; the character and diversity of stock; the class of trade whose wants are to be supplied and the individual taste and judgment of the merchant. It is apparent that there is no single method of arrangement which can be recommended or followed in all cases, for each merchant has a different problem to solve, the elements of which are given in the special circumstances under which he is carrying on the business. With most Hardwaremen the problem is not theoretical as to an ideal arrangement of the store, but a very definite and practical one as to the methods which may advantageously be adopted in the store in which he has been selling Hardware for years, or a similar one, somewhat larger, perhaps, and more modern, in which his trade is hereafter to be conducted. The question of expense also must be considered, as it is often, on the whole, better to adhere to an arrangement which is not theoretically the best and most approved rather than make a change involving considerable outlay. The object of this chapter is to discuss the general arrangement of stores with a special reference to the location of counters, shelving, racks, etc., and the principle on which space is assigned to the different classes of goods. In all these matters there is a wide diversity of usage, but from the illustrations and descriptions given, all of which are the result of much thought and experience, the intelligent Hardwareman who is desirous of improving an old store or laying out a new one will be able to derive suggestions of practical value.

The object in arranging a store is to provide convenient and suitable places for the very large variety of goods which will be carried in stock, with such display of them as will give the store an attractive appearance and induce purchases. In formulating plans for the store many details will need to be considered ; but there are certain questions which must first be settled, as upon the decision reached will depend in large measure the general features of the arrangement.

One of the first matters which should be considered is the location of the office. This is, however, a matter which very frequently receives comparatively little attention, a place being assigned to it without careful regard to the advantages of the location. It is, however, generally desirable that the office should be so situated that the proprietor or others directly charged with the conduct of the store should have suitable facilities for the office work to be done, and at the same time have a view of the whole store, so that a constant and effective supervision may be exercised. Instead of having the office in some obscure and out of the way corner, many merchants recognize the expediency of having it prominently located in the front or middle of the store, or in some other commanding position. This question is, however, discussed more fully in Chapter II, but is referred to here because it is of prime importance in determining the plan of the store as a whole.

A very large proportion of Hardware stores, and among them are some of the best arranged stores in the country, have counters in front of the shelving, which are used for showcases and for holding a variety of goods. The conventional arrangement for a Hardware store is to have such counters running along one or both sides of the store from front to rear, the side walls being occupied with shelving and the space in the middle of the store devoted to a variety of goods. There is, however, some inconvenience and disadvantage attending the use of counters to the extent to which it is usually carried, and something is to be said in favor of dispensing with counters to a considerable extent.

The whole question, which is touched upon in Chapter VII, is deserving of careful consideration, and it is not unlikely that in laying out a new store it might be well to avoid using counters as extensively as has been usual. There are certainly some advantages to be secured by having some shelving without counters in front of it, the room thus saved being, perhaps, occupied by racks or other constructions for the keeping or displaying of goods.

Having determined the general plan in regard to counters and their location the matter of shelving should next receive attention. The extent and form of the shelving would depend on the kind of goods and the quantity of goods to be accommodated. The principles to be observed in the construction of the shelving are referred to in Chapter III, where different methods and arrangements are fully described. The hight of the shelving will be determined in a great measure by the amount of goods to be accommodated, but it should be borne in mind in planning the arrangement that if it is necessary to run the shelving to a considerable hight provision should be made for ladders or other method of reaching the upper shelves. If the quantity of goods to be carried in stock is exceptionally large for the size of the store it may be desirable to have one or more galleries constructed, a subject which is discussed in Chapter IV.

In determining the arrangement of a new store, especially if the business be a new or growing one, it is well to arrange the shelving and other fixtures in such a way as to permit an enlargement of the accommodations on the same general plan without interfering with the fittings already in place. In some cases it is found desirable if the whole of a large store is not required, to run a partition across it, using perhaps the rear portion for tin shop or wareroom, so that when the business requires it this partition can be moved farther back and the space thus gained be added to the store.

The position in the store which should be assigned to the different kinds of goods should have careful consideration. In some stores this matter is apparently overlooked, and the manner in which the goods are distributed in their different locations is inconvenient and in many ways objectionable. This is a matter in which the practice of the trade differs widely, as will be learned from a perusal of the following pages, in which a description is given of the arrangement of goods in a number of stores. A few general principles should, however, be borne in mind as they are the result of experience and are approved by the best practice of Hardwaremen.

It is obvious that in every store there are locations which are more prominent than others for the keeping and displaying of Hardware articles, and the merchant should be careful to use such conspicuous places to the best advantage. It is generally a good rule to assign prominent places to attractive goods, the display of which is attended with a good deal of decorative effect, as, for example, Cutlery and Silver Ware. The goods also, the sale of which is especially facilitated by their display, should be given a conspicuous place. In this class of articles belong a large variety of House Furnishing Goods and Hardware specialties which, attracting the attention of the customer, often lead to purchases. If the merchant is carrying goods which are not likely to be thought of as sure to be found in a Hardware store, it is desirable that they be given places where they will be seen, as his patrons may not otherwise be aware of the fact that he is carrying them, while such goods as Nails and Screws, which belong distinctly and solely to a Hardware stock, can be given a less conspicuous position. As a general rule it is also desirable to have seasonable goods near the front of the store, where they will be seen by all who enter it, and the same principle applies to any line of goods the sale of which is to be especially pushed.

Another general principle which should be followed is to keep similar goods together as far as possible. If this is done it will not be necessary for a man who is purchasing a line of Builders' Hardware to go to distant parts of the store for his Locks, Screws, Sash Fasteners, Butts, etc. The different kinds of Carpenters' Tools should also, as far as is feasible, be kept in the same part of the store, and House Furnishing Goods should have a place especially assigned to them, thus saving labor on the part of the salesman and serving the convenience of customers.

In the application of these principles there is opportunity for much careful planning, but in the convenience and attractiveness of the store thus secured the Hardwareman will find the justification of any attention which he may give to this matter.

The plan shown in Fig. 1 is of a medium-sized store, in which a stock of from $4000 to $5000 worth of goods can be conveniently carried. The building is 24 x 75 feet in size, besides a small wareroom in rear. The tin shop, 15 x 24 feet, is in the rear of the main building, leaving the storeroom 24 x 60 feet. The ceiling is 13 feet 6 inches high. The front door is set back 3 feet, giving a show window on either side. The shelving commences 5 feet from the show windows, which space on the Hardware side is occupied by a board covered with black cloth and having a molding around it. On this board are displayed Hand Saws, Hatchets, Hammers and Steel Squares, hung on bright wire hooks. To the hight of 3 feet the shelving is 18 inches deep, with a 6-inch baseboard to prevent the dirt from getting underneath. Above this the shelves are 12 inches deep, 7 inches between shelves, there being seven shelves up to the cornice. The latter is bold and the top is used for light and bulky goods. For one-half of the shelving there are wooden boxes made of assorted sizes to suit the goods. On the lower shelf above the ledge are boxes of uniform size, 3½ x 12 inches deep, furnished with small drawer pulls. In these are broken packages of Tacks, Nuts, Washers and Bolts. For

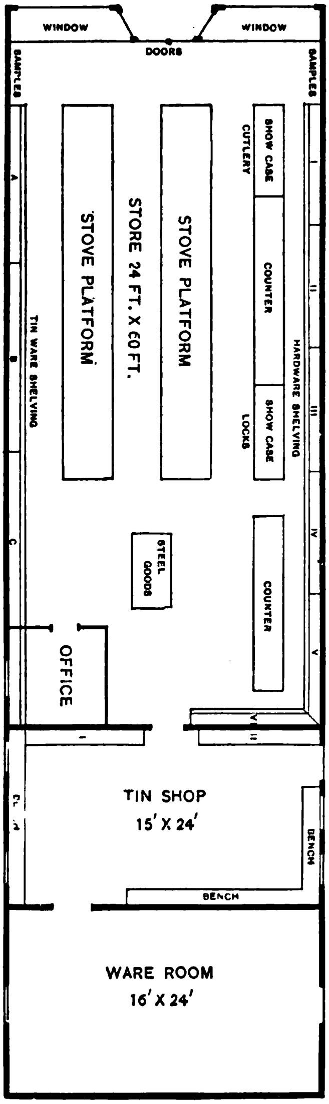


Fig. 1.—Diagram of Store 24 x 60 Feet.

Screws smaller boxes are used with small brass knobs for pulls. Nails are kept under the counter in bins. An 8-foot showcase near the front contains Pocket Knives, Shears, Knives and Forks and Silver Plated Spoons. The showcase further back contains Mechanics' Tools.

The Steel Goods rack is an open counter 8 x 4 and 3 feet high, and has 20 partitions, used for Hoes, Hay and Manure Forks and Rakes, with the handles down, and for Spades, Shovels and Scoops, with the handles up.

The Shelving on the Hardware side is assigned to goods as follows:

Section I.—Small goods, such as Punches, Bull Rings, Rules, Gimlets, Saw Sets, Screw Hooks and Eyes, Drill Bits, Sash Fasteners, Window Catches, Cupboard Catches, Brass Faucets, Compasses, Dividers, Calipers, etc.

Section II.—Auger Bits, Files, Chisels, Handles, Screw Pulleys, Door and Foot Bolts, Chest Handles, etc.

Section III.—Pincers, Wrenches, Chisels, Augers, Sheep Shears, Coat and Hat Hooks, Drop Latches, Hasps, etc.

Section IV.—Screws in boxes 2 x 2¼ x 12, with brass knobs. These are kept on the second shelf from ledge. Above Screws are Rivets and Burrs, Pad, Drawer and Wardrobe Locks, Iron Planes, Iron and Britannia Spoons, Door Locks, Casters, surplus stock of Files, etc.

Section V.—Hatchets, Shelf Brackets, Planes, Levels, Hand Saws, Hammers, Brushes, Coffee Mills, etc.

Below the ledge are three shelves. The upper beginning at the front and running back is used for Butts, Strap Hinges, Auger, Hatchet and Saw Handles, Picks and Mattocks, Sandpaper, Sad Irons, etc., in succession to the rear. The second shelf contains Blind Butts, Wire Brads in full packages, Tacks and Clout Nails in full packages, Washers, Nuts in full packages, Strap and T-Hinges, Door Hangers, Lag Bolts, Grindstone Fixtures, etc. The lower shelf, half way, is used for Tire, Plow and Carriage Bolts, the balance being devoted to Window Weights, Strap Hinges, etc.

Section VI, running part way across the back of the room, has shelving 11 feet long, 3 feet high, 18 inches deep, partitioned off into 12 inch spaces, used for larger sizes of Bolts, Clevises and Harrow Teeth.

Above this low shelving is a shelf on brackets the same hight as the cornice upon which surplus stock is kept. Below the shelf are Well and Pump Chain, Steel Traps, etc., hung upon heavy Coat and Hat Hooks. Stoves are kept on trucks so that they may be wheeled about; and when a Stove is sold it may be taken directly out of doors and loaded, without first handling it inside the store. A door located near the office leads into the tin shop. Bench I in the tin shop has partitions for holding Tin Plate. Bench II is provided with shelves for sheet iron. There are three work benches in the shop, so arranged as to receive all necessary light from windows at the sides.

On the Tinware side of the store, Section A is for small Tinware, with shelves 8 inches apart, for Tea and Coffee Strainers, Oil Cans, Pie Plates, Muffin Pans, etc. Section B has shelves 12 inches apart for Granite Iron Ware. Section C accommodates a general line of Tinware. In the arrangement the smaller goods are placed near the front and the larger goods to the rear.

The store represented by the plan in Fig. 2 is two stories high with a basement, 100 x 24 feet. The basement is 8 feet to ceiling, with oak floor. The salesroom has a heavy ash floor, the hight of ceiling being 15 feet. The second story has a floor of yellow pine with 12-foot ceiling. The arrangement of shelving and counters is shown in the diagram. There is a platform 6 inches high under all counters and shelving to prevent goods from being wet in sprinkling the floor. Hardware is kept on one side and Glass and Queensware on the other. Under the shelving on the Hardware side is a counter beginning 15 feet from front door and running back to end of room, 2 feet wide and 3 feet high from floor. In this counter or base shelf is a line of drawers 7 x 24 x 24 all the way, and the shelving is put on this base or counter as follows: The first row of shelving is 10 inches high by 12 inches deep (all shelving 12 inches deep); then six shelves 4½ x 12; then one shelf 8 x 12. However, these shelves can be raised or lowered as desired. On the Hardware side are ten sections of 7 feet each in clear of pilasters. The cornice is 18 inches high and 24 inches deep on the top, the sections being as follows:

First Section.—Three rows of drawers, 3 x 18 x 24 each, on top of base shelf, containing Files for retail. Over the Files are two 10-inch shelves with covers on hinges. These are covered with labels of Knives, Forks and Spoons, where such goods are sampled, the boxes containing these goods being on the shelves behind covers. Above the Knives, Forks and Spoons are Scissors, in boxes 2¼ x 4½ x 12. On top shelf, namely, 8-inch shelf, are kept Egg Whips, Basting Spoons and other light goods.

Second Section.—There are three rows of drawers the same size as File drawers, arranged for Screws, on top of base shelf, the drawers being divided to hold 1 gross of Screws in each partition. The Screw drawers are labeled in front, giving length and number. Over the Screws are Chisels, Augers and Brace Bits, in boxes 4½ x 4½ x 12.

Third Section.—Three tiers of drawers like File drawers on top of base shelf, where are kept Gun Repairs, Loose Rivets and Burs, Gun Caps, Shoe Thread, Shoe Tools, Shells, Primers, etc. Over the drawers are small wares in boxes 4½ x 4½ x 12.

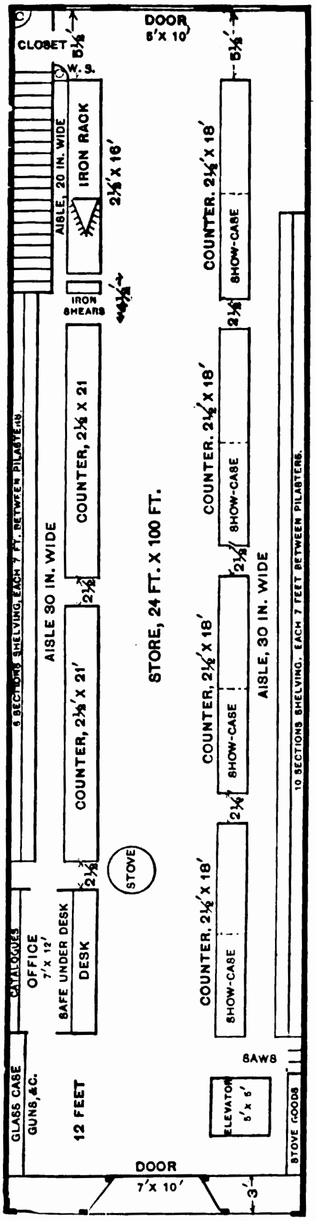


Fig. 2.—Diagram of Store 24 x 100 Feet.

FOURTH SECTION.—On the 10-inch shelf are Door Locks in original boxes. The whole of this section contains Locks, in boxes 4½ x 4½ x 12 inches.

FIFTH SECTION.—This is devoted to Spring, Barrel, Chain, Foot Bolts and kindred goods, all in boxes.

SIXTH SECTION contains Door Butts, Hinges and Screws in original packages.

SEVENTH SECTION contains Finishing Nails, Shoe Nails, Clout Nails, Tacks and all this line of goods, in boxes, with large labels on end of box showing contents

EIGHTH SECTION contains Molasses Gates on the bottom shelf, and above Brass, Wood and Metal Faucets, sampled on boxes.

NINTH AND TENTH SECTIONS are devoted to Saddlery Hardware, in boxes, sampled.

All Shelf Hardware is put into boxes from 4½ x 4½ x 12 inches to 6 x 6 x 12 inches. The boxes are made of linwood, which is very light and strong. They are covered with a lid hinged with strong cloth and then covered with green paper edged black, well sized and varnished. The samples of goods on boxes are numbered and marked. Underneath the base shelf is a row of drawers 7 x 24 x 24 from front to rear. Underneath drawers is one movable shelf where duplicates of goods are kept. In the drawers are Hatchets, Nail, Horseshoe, Riveting and Machine Hammers, Braces, Wrenches, Drawing Knives, Tea and Cow Bells, Brushes, Curry Combs, Sheep Shears, etc. At the end of shelving are Carriage, Tire and Machine Bolts, in divisions 6 x 6 inches, beginning at base and going up to the cornice, putting the largest Bolts at the bottom and decreasing in length to the top, with the length and size of Bolt marked over each division. Nuts and Washers are arranged the same way as Bolts in boxes. On the top of cornice are Buckets, Tubs, Churns, Coal Scuttles and light goods suited to the season of the year.

On the other side of the store are six sections of shelves, two for Glassware and Lamps, two for China and two for Stoneware. The shelving is arranged on this side same as on the other. In drawers under shelvings are Glass and Queensware duplicates. On top of cornice are Willow Ware, Fancy Goods and Tin Chamber Sets. Counters on the Hardware side are made in "skeleton" form, with one row of drawers in each counter, 7 x 24 x 30. The drawers have handles on both sides of the counter, so that they can be opened from either side, and in them are kept Saws, Squares, Screw Plates, Auger Handles and goods that are too long to put in shelves. There are two handles on each drawer, with large labels, varnished so that they can be cleaned. On the first counter on the Hardware side is a showcase the full width of the counter, 8 feet long, where Pocket Cutlery and Razors are displayed. The boxes for the Pocket Cutlery were made of uniform size to suit the showcase, and covered with green paper. There are the proper amount of large, medium and small boxes, all same length, but different widths and thicknesses to suit size of Knives; for instance, there are three or four rows of deep boxes for large Knives, all same width and length across the case. Then six or eight rows of medium thickness and width; then six or eight narrower and thinner for smaller Knives. On the second counter is a similar case for Plated Goods, Scissors, etc., and also a case on the third counter for Fancy Goods of various kinds. Underneath the first two counters are bins for holding Horseshoes, Nails, Coil Chain, etc. Under the next two is a movable shelf, where are Hames, Single Trees, Picks, Mattocks, Sledges, Screw and Strap Hinges, Axles, Grindstone Fixtures, Plow Points, Harrow Teeth, Well Wheels, etc. On the Queensware side of store there is a showcase on each counter, 2½ x 12 feet, for the display of Glass and China. Underneath the counter drawers, the counters being skeleton, are put Chamber Sets and Queensware; in the counter drawers are Lamp Goods, Bracket Lamps, Chimneys, etc. The Steel and Iron Rack is close by the stairs, in the shape of a triangle. It is made of oak scantling, with ⅞-inch iron pins for Steel and Iron to lie on. This Rack is put on a platform like the counters At one end of the Rack are the Iron Shears and at the other end the washstand. The stairs are ceiled from floor to top with pine, varnished, which gives 20 feet space for hanging Collars and Bridles, with Plow and other Chains under the Collars, on a row of pins 7½ feet from the floor. The elevator, as indicated in the diagram, is near the front, as it is more convenient to lower goods to the basement and save the rolling of casks, barrels and heavy goods over the floor. Behind the elevator is ceiled from floor to ceiling with pine, varnished, where are Cross Cut Saws and Steel Goods on hooks and brackets to sell from.

The office is near the front of the store, which makes it convenient for the man in the office to entertain customers who come in while the salesmen are engaged. In one of the front windows is displayed seasonable Hardware; in the other Queensware, Glass and Lamps. The store is well lighted, having two large windows in rear, with transom over door and two large windows of plate glass in front. The fronts of shelves and drawers are grained maple. The tops of counters are cherry, 2 inches thick. The cornice is light walnut and ash. All the wood work is varnished so that it can be easily cleaned. The ceiling is light blue. In the basement are Plows, Harrows, Mowers, Nails, Grindstones, Gas Pipe and heavy goods. In the second story are Doors, Sash, Blinds, Step Ladders, Buggy Wheels, Buggy Material, Wheelbarrows, Brooms and a variety of Pumps, Repairs for Reapers, Mowers, Threshers, Plows, etc.

The illustration Fig. 3 is of a well arranged retail Hardware and stove store 20 x 75 feet, receiving light from one side and the ends. The entrance door is placed at one side from the center, for the reason that it gives a fine window, 10 feet wide, for display purposes, and by the arrangement of platforms the door opens directly into the central or main passage of the store. The smaller window is for miscellaneous articles. Nothing but Stoves are put in the larger window, as it is the intention to attract the entire attention of observers to them. In the summer season Refrigerators, Ice Cream Freezers and goods for that time can replace the Parlor Stoves both in the window and on the center platforms. The Cooking Stoves and Ranges are on a platform at the side of the store. Four feet above the platform are shelves for Tinware, Copper Goods, etc. They also answer for counters upon which to display large goods and Tea Trays, Tinware and House Furnishing Goods in general. Oil Stoves can be kept on the lower shelf, also small Stoves if desired. About 20 feet of the shelving is protected by glass doors.

A fine stock of Glass and Earthen Ware can be kept on the upper shelves. The two counters are placed on the side next the street on account of the somewhat novel plan of admitting the light here introduced. Instead of a wide, useless cornice over the shelving is a line of four windows, each 2 x 8 feet in size, which, while they do not interfere with line of shelving and take up useful room, will from their high position throw a good light across the entire store. If it is preferred they can be made one-half the width and more of them put in. A very good effect is obtained from using small squares of stained glass in these windows. It may entail some extra expense to provide strength for the floor timbers, but the full benefit of these lights can be had only by placing them nearly up to the ceiling. The front counter is covered by showcases, except at the front end, where room is left for a small desk needed for such writing as can be most conveniently done outside of the office. In the rear is a room for Paints, Oils and Window Glass, also an elevator and stairway leading to the floor above containing tinshop, storeroom, etc. The middle of the room is for storage, or a plumbing and gas fitting shop, if that work is done. The stock of Stoves, repairs, etc., is carried on the cellar floor. In fact, there is scarcely a limit to the usefulness of a cellar if properly constructed and lighted.

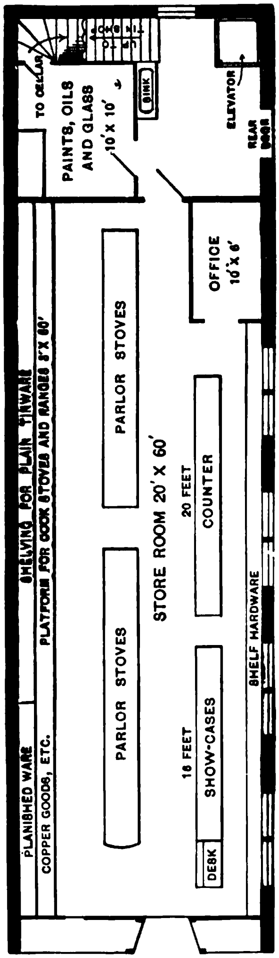


Fig. 3.—Diagram of First Floor.

Fig. 4 represents a store of moderate size in which care has been taken to avoid expense in fitting up, while securing a convenient arrangement of the various departments. The arrangement of the store is such as to occupy all available space, consequently there is very little if any waste room. In this business a stock averaging about $5000 worth is carried, including Hardware, Shelf Goods, Stoves, Tinware, Sporting Goods, Machine Extras, etc. The building is 22 x 48 feet, two stories, and has no cellar. The foundation wall at the back is 3 feet high, which gives a place for Rope, Cement Pipe Bent Stock, White Lead, etc., to be kept under the floor. Upstairs surplus Steel Goods, Glass and Merchant Iron are kept on one side; Stoves, Nails, Sheet Iron, Dry Paints in bulk and Screen Doors are found on the other side, together with such other goods as cannot be kept below. It will be seen that there are show windows on each side of the double front doors. The office is on the right side of the entrance. An upright showcase, shelving and drawers occupy the wall space on this side as far back as the stairway. The adjustable shelving on the opposite side is devoted to Tin and Enameled Ware, with

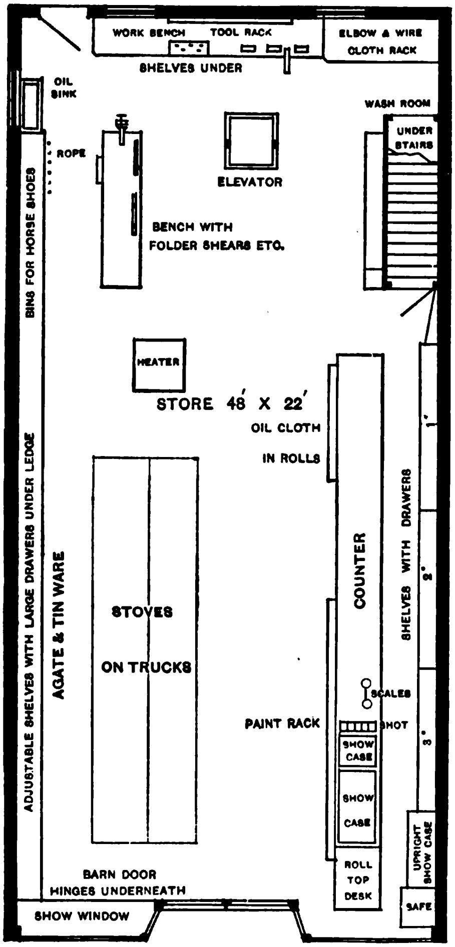


Fig. 4.—Ground Plan of Store.

Stoves on trucks in front. Between this shelving and the Oil sink are bins for Horseshoes, in front of which are holes in the floor, through which the various sizes of Rope are retailed. Under the stairs is a washroom, and back of this against the rear wall is a rack for Elbows and Screen Wire. A work bench and door occupy the rest of the space along the wall. In front of these are the elevator and another bench. The building is warmed by a heater, situated near the center of the store. In front of the counter is a low platform on which mixed Paints are kept, beyond which is a platform on which Oilcloth in rolls is found. Hollow Ware and Tin and Galvanized Ware are suspended from the ceiling by hooks.

The shelving at the right of the entrance is divided into three sections, with 16 drawers in a row, nine rows high, making 432 drawers in all. The shelving does not reach the ceiling by a foot, and as the ceiling is but 9⅓ feet high no occasion is found for the use of ladders. The first section of shelving is devoted to Rim and Mortise Locks, Catches, Padlocks, Casters, Coat and Hat Hooks, Door Bolts, Paint Brushes, Drawer Pulls, Rules, etc. The goods are arranged with the heavier ones at the bottom, and each drawer is provided with a small hematite knob. The next section contains Butts, at the bottom, above which are Screws, Door Knobs, Wire Hooks and Eyes, Hooks and Staples, etc. The last section is devoted to Bolts, Nuts, Washers, Axle Clips, Tacks, Wire Brads, Rivets, etc. Under the drawers and above the ledge is a space a foot high in which are a compartment File Case, Horse Brushes, Curry Combs, Sad Irons, Wads, Loaded Shells, etc. Below the ledge are 12 large drawers used for Saws, large Paint Brushes, Whitewash Heads, Reaper Sections, Lag Screws, Hammers, Hatches and Hand Axes. Under these drawers Nails are kept for retailing from. At the end of the shelving are shelves 3 inches wide at the door casing, 1 foot wide next to the section shelving, 33 inches long, which are used for 1 pound cans of Stains, Paints in Oil, pints of Tar, Top Dressing and Dry Colors in 5-pound boxes.

The shelving on the opposite side of the room is in five sections, with five adjustable shelves to each section and is devoted to Enameled, Tin and Wooden Ware, Lantern

Globes, Lamp Chimneys Fry Pans, Spiders, Oil Cans, etc. At the end of this shelving Oil Cloth, Rugs or Patterns are stood on the floor.

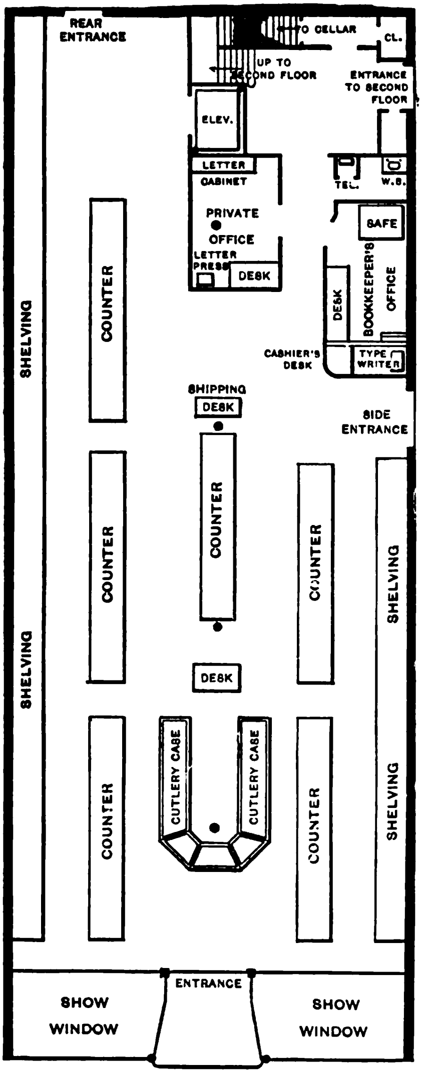


Fig. 5.—Arrangement of Store.

The arrangement of the store represented in Fig. 5 indicates a full knowledge of the requirements of the trade. It is in a four-story brick building situated on a corner. The front of the store is almost entirely of plate glass, a very desirable feature, securing an attractive appearance and giving ample light in all parts. The entrance is by a large double door in the center, with show windows on either side, 13 feet wide by 9 feet deep, giving the room a cheerful appearance even on the cloudiest days, besides furnishing excellent facilities for the display of goods. The left-hand side of the store is shelved to the ceiling, 16 feet in hight. The shelving, which is of solid oak, is 18 inches deep above the ledge or counter shelf, while below it is 30 inches deep, and is divided into spaces to suit the requirements of the various classes of goods carried in stock. Portions of this side are also fitted with adjustable shelving, which is found very convenient for many kinds of goods. The rear portion of this side is occupied by a very convenient and commodious rack or case for Bolts. It is so constructed as to provide ample room for a full line of Carriage, Machine and Stove Bolts, Coach Screws, etc. The office is in the rear and is supplied with a complete cash-carrier system, and is connected with the other rooms of the building by speaking tubes. The right side of the room is fitted with shelving the same as the other side, with the exception of 16 feet of the front, which is fitted with an elegant case with sliding glass doors for displaying fine Tools, etc. One of the most striking and attractive features to a visitor entering the store is a circular showcase in the middle. This is fitted with adjustable trays, and Cutlery placed within it is displayed with excellent effect. Extending from the rear of this case to the office, through the middle of the room, is a platform raised a few inches above the floor for the display of such goods as Refrigerators, etc. Access to all the shelves is had by means of trolley ladders. The counters, five in number, are 3 feet wide, made of heavy oak ; one is fitted up beneath very conveniently for the stock of Hand Saws, Squares, Plumbs and Levels and other goods which will not fit ordinary shelves, while the two in the rear are fitted with bins for all sizes of Wire and Steel Cut Nails. Light for the basement is supplied by means of heavy glass in the floor of the main room, also from the sidewalk. Here are kept the heavier goods, while the remaining three floors are used for storage and are fitted with all the necessary shelves, racks and bins. The building is furnished with a hydraulic elevator for the transportation of goods from one floor to another and is lighted both by electricity and gas.

The front of the store shown in Fig. 6 has two plate glass windows each side of the entrance, each of which has a glass 60 x 140 inches, an iron column being on each side of the entrance door half way between the door and the corner of the building, making one plate glass on each side of the column. There is, as indicated, a door between the packing room and the iron room, the buildings being 3 feet apart, this space being left for ventilation and walk to outbuilding. The salesroom, which is 33 x 70 feet, is shelved to the ceiling, the base shelf being 28 inches high, and the shelving on the Hardware side 16 inches deep, and on the other side 18 inches deep; 7½ feet from the floor in the shelving there is a walk or gallery 32 inches wide. This is supported from the ceiling by ½-inch iron rods and ¾-inch gas pipe running lengthwise, and the rods passing through. Stairs leading to the gallery are located between the Malleable and Glass racks, and in the same vicinity a stairway leads up to the second floor and another down to the basement. The stairs to the balcony on the opposite side of the store are near the office. Full packages are kept above the double deck of the gallery, the stock for retail trade being in labeled boxes. There is a row of shallow drawers under the counters. The Nail bins are under the drawers, and are made narrow in the bottom and lined on the bottom and sides. Screws are not kept in Screw boxes, a patent Screw case being found more satisfactory. The Bolt rack, which is built in the shelving, is well labeled as to the length and diameter of Bolts, and holds the different sizes from ¼ x 1 inch up to ½ x 16 inches. The arrangement for Steel Goods consists of a wide shelf supported from the floor with inch lumber, scalloped out from the top downward.

Probably one of the most difficult shaped stores to arrange satisfactorily is a long and narrow one An illustration of this kind of a room is given in Fig. 7, together with details of its admirable arrangement. The store is 24½ feet wide by about 200 feet deep, running entirely through the block, the entrance on the back street being used for the reception of goods. An elevator is located, it will be observed, at either end of the store, the one at the front being used for passengers and the other for freight. A line of five counters, with sufficient space between, occupies one side of the store, and one of the noticeable features of arrangement is the ample room behind the counters. Much of the space below the counters is occupied with drawers containing either samples or goods in stock. These drawers are opened from the back of the counter. The entire left side of the store upon entering is occupied with shelving extending nearly to the ceiling, the most of which is filled with small drawers sufficiently large to contain goods in original packages. The plan of keeping goods in their original packages has been generally carried out, and the shelving and drawers have been arranged with that in view. The locations of the different goods are in a general way indicated by the lettering on the plan.

Ample floor space is devoted to the exhibition of the heavy line of machine tools which the firm are called upon to keep, such as Lathes, Scroll Saws, Planers, Vises, Lathe Chucks, etc. Immediately in front of the cashier's office a stairway leads to the basement, where such stock as Bolts, Screws, Washers, Rivets, Small Vises, Wrenches, etc., are kept in bins arranged through the middle and on each side. While there is little that is novel in the construction of the bins for holding this stock, they may be described as large pigeon holes, the lower half of the front of each being closed to prevent goods from falling out. They extend in sections almost the length of the basement. At the rear of the basement a machine is in position and ready for use at all times in cutting pipe shafting, rods, etc., to suit the customer's order.

The show windows on the front street are tastefully arranged and well filled with samples, mostly of bright and attractive goods, a ground of black velvet being used to set them off. The interior of the store is finished entirely in light colored wood, the ceiling and all the edges of the shelving between the drawers being cherry, which affords a pleasant contrast with the face of the drawers, which is of a lighter colored wood. The counters are also in light hard wood finish, and are quite elaborate in style and contain many showcases. The second floor is used for storing the stock and contains a large quantity of goods, among which are Railroad Supplies, Wheelbarrows, Crowbars, Bellows, Axe Handles, etc.

The power required for the elevator is furnished by a 28 horse-power steam engine with boiler of sufficient capacity to also furnish steam for heating purposes. It also runs a dynamo for furnishing the electric light by which the establishment is illuminated.

The stock carried in the store, the ground plan of which is shown in Fig. 8, includes Shelf and Heavy Hardware, Stoves, Tinware, House Furnishing Goods, Wood Mantels, Buggies, Carriages, etc., Farm Implements, Paints, Oils and Glass, thus embodying a stock of wide range. The building is 46 x 100 feet, and has three floors and a basement, the store fronting to the east. The front door measures 8 feet in the clear, and the receiving door in the rear of the building is 7 feet in the clear. There is also a rear entrance through the tinshop. The capacious show windows in the front are 52 inches deep, 15 feet 4 inches wide, making a solid plate glass front, comprised of four lights of glass, each measuring 8 x 11 feet. The departments of the business are as follows: Builders' Hardware, Mechanics' Tools, Guns and Sporting Goods, Pocket and Table Cutlery, Stoves and House Furnishing Goods, and Tin and Sheet Iron on the first floor; Carriages, Buggies, Carts, Phætons and Wood Mantels on the second floor; the basement is used for duplicate stock of Nails, Grindstones, Steel Goods, Stoves, Building Paper, Heavy Hardware and Wagon Makers' Supplies. The office is located in the rear of the store and has an elevation of 8 inches. Stoves, Tinware, House Furnishing Goods and Glass occupy one side of the store, while the other side is devoted to Hardware, Tools, etc. The Hardware shelves above the ledge are 12 inches deep and below it 24 inches deep. Above a gallery that extends along this side of the store, the shelving is 24 inches deep.

On the south side of the store is shelving 65 feet in length, which is devoted to a variety of Shelf Hardware, including Builders' Hardware, Planes, Tools, etc., which is accommodated by means of a large number of shelf boxes and drawers, the glass showcases containing Tools and other goods being given a prominent place in the shelving below the gallery. The small drawers containing Builders' Hardware have samples on the front showing the goods they contain and such an arrangement is given as to make a very artistic display. There are two upright glass cases, one of which is used for samples of Bench and Fancy Planes, Plumbs, Levels, Squares, etc, and the other is devoted to Hand, Web, Butcher and Compass Saws. These cases measure 5 feet each in length. An interesting feature of the display is the manner in which goods are sampled on small cupboard doors in the shelving, thus representing the stock contained in these cupboards. It is found

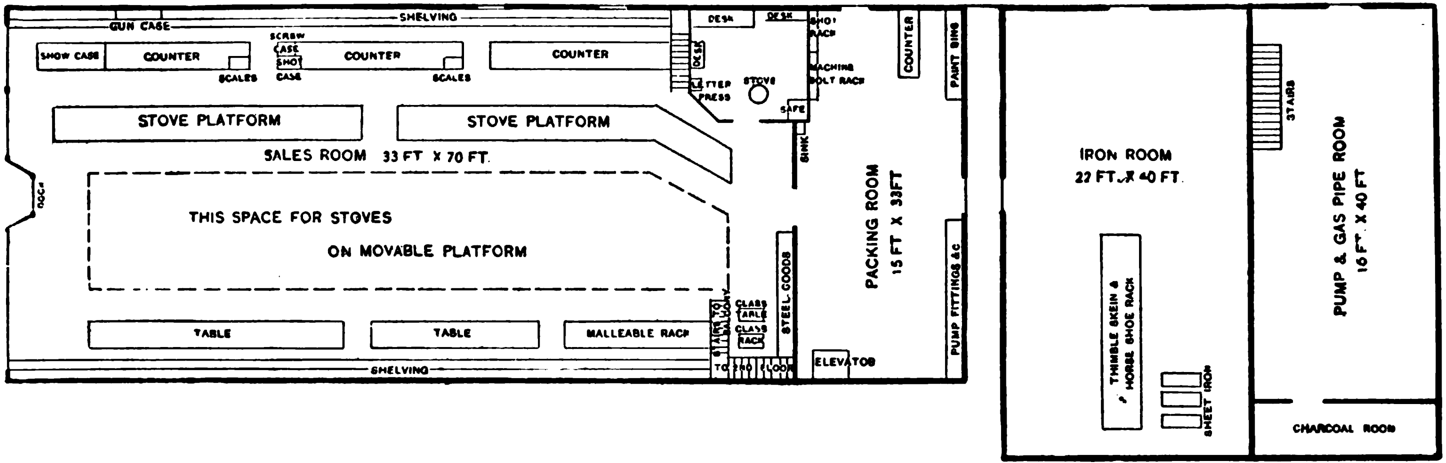


Fig. 6.—Diagram of Store, Iron House, Etc.

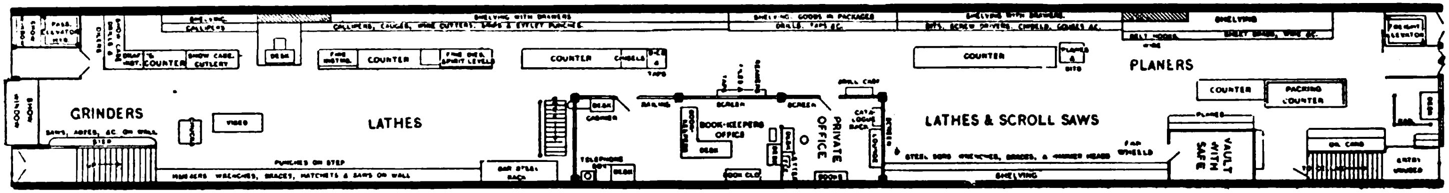


Fig. 7.—Arrangement of Store, 24½ x 200 Feet.

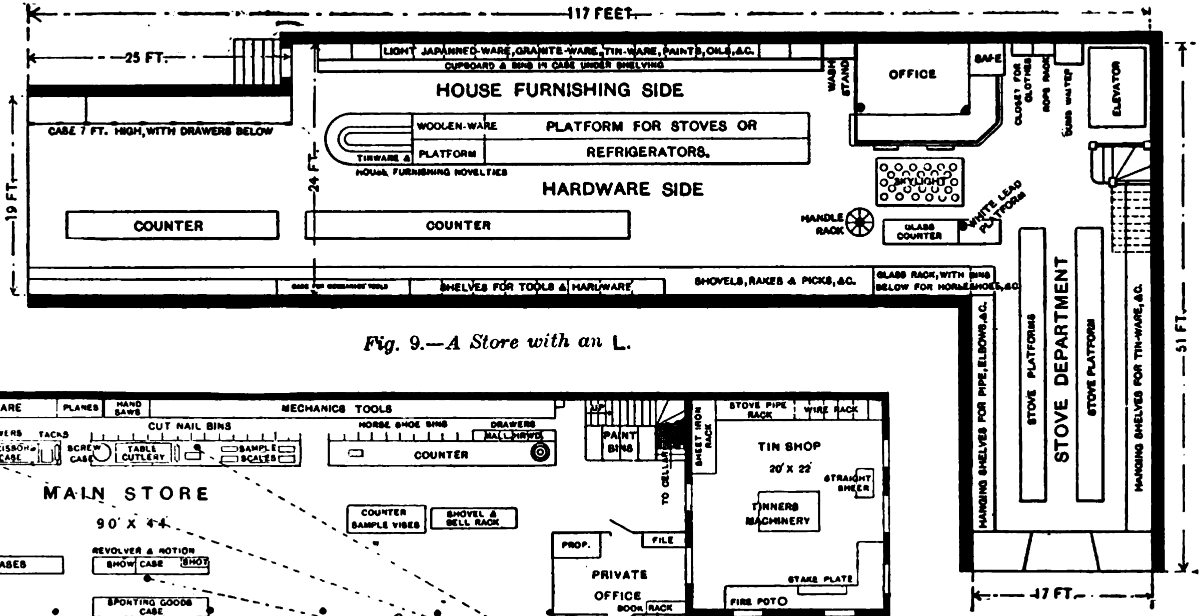

117 FEET
25 FT.
19 FT.
24 FT.
51 FT.
17 FT.
CASE 7 FT. HIGH, WITH DRAWERS BELOW
LIGHT JAPANNED-WARE, GRANITE-WARE, TIN-WARE, PAINTS, OILS, &C.
CUPBOARD & BINS IN CASE UNDER SHELVING
HOUSE FURNISHING SIDE
WOOLEN-WARE
PLATFORM FOR STOVES OR REFRIGERATORS.
TINWARE &
PLATFORM
HOUSE FURNISHING NOVELTIES
HARDWARE SIDE
COUNTER
COUNTER
SHELVES FOR TOOLS & HARDWARE
SHOVELS, RAKES & PICKS, &C.
GLASS RACK, WITH BINS BELOW FOR HORSESHOES, &C.
WASH STAND
OFFICE
SAFE
CLOSET FOR CLOTHES
ROPE RACK
DUMB WAITER
ELEVATOR
SKYLIGHT
HANDLE RACK
GLASS COUNTER
WHITE LEAD PLATFORM
HANGING SHELVES FOR PIPE, ELBOWS, &C.
STOVE PLATFORMS
STOVE DEPARTMENT
STOVE PLATFORM
HANGING SHELVES FOR TIN-WARE, &C.

Fig. 9.—A Store with an L.

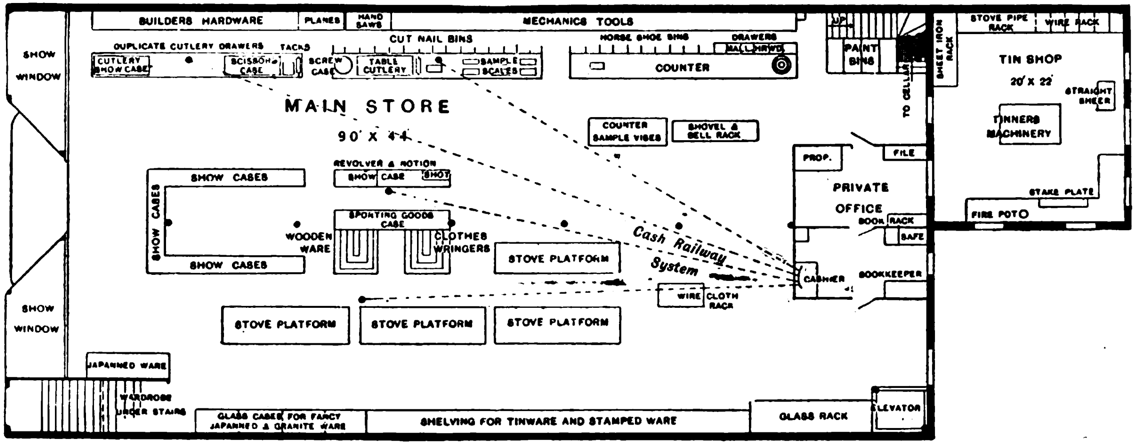


Fig. 8.—Store, 44 x 90 Feet.

that by having these doors closed on the shelving the stock is kept much cleaner than otherwise. Both closets and drawers are devoted to Mechanics' Tools, of which a very large and complete assortment of the best brands is kept.

In the front of the store opposite the entrance there are some 40 feet of showcases forming three sides of a rectangular parallelogram, which is devoted to Sporting Goods, Baseball Goods, Fishing Tackle, Pocket and Table Cutlery, etc. In the rear of this is the Sporting Department, in which are two pillars which are surmounted by large circles 7 feet in diameter, which are used for suspending Bird Cages, Tin Buckets and Lanterns, thus making a good display when properly arranged. Underneath these circles there are smaller ones which are used for Brushes, Tackle Blocks, Steel Traps, Dog and Coil Chain, etc. There are seven of these pillars in the store and each of them is surmounted with such circles. Toward the rear of the store there are counters with samples of Vises, Wagon Jacks, Lifting Jacks, etc. On the south side there are bins under the counters, in which are kept Wire and Cut Nails, Staples and Horseshoes. In the northeast corner of the store there is shelving for Japanned Ware, also a stationary gas pipe which runs up to the gallery on the north side of the store. Other details in regard to the arrangement may be gathered from the plan.

In connection with the establishment there is an annex on the opposite side of the street, 23 x 90 feet, which is used as a sample room for all kinds of Farm Machinery, Wagons, Windmills, etc. In the rear of this room there is another, 23 x 50 feet, used for Bar Iron, Steel, Coil Chain, etc., and back of this a warehouse, 36 x 70 feet, devoted to Farming Implements, Gas Pipe and Fittings, Pumps, etc., and in connection with this warehouse a Farm Wagon shed, 20 x 100 feet.

The store illustrated in Fig. 9 is L-shaped, having a frontage to the north of 19 feet in width from wall to wall ; 25 feet back from the front it widens to 24 feet. The depth of the store from the front to the south wall of the L part is 117 feet ; the L fronts to the west and is 17 feet wide by 51 feet deep. The hight of the store from floor to ceiling is 13 feet and 1 inch. There is a basement under the whole store, with a cemented brick floor, with two stories over the L part only. The second floor is used for keeping a duplicate stock of Stoves, Tinware, etc. The third floor is utilized as a tin shop. There is a freight elevator in the southeast corner of store, running from basement to the third floor. Directly north of this is a small dumb waiter running from the store to the tin shop, for carrying up light goods for repair, etc. Next north of the dumb waiter is a Rope Rack made of plank 2 inches thick, 12 inches wide, and running from floor to ceiling. These planks are cut in, giving openings so as to receive reels which have 2-inch axles with a head on each end. The heads are made different in diameter, so as to receive just a coil of Rope. The sides of the upright pieces should be ceiled, so as to give it a finish and keep the plank from warping. This rack will hold all sizes of both Sisal and Manila, from ¼-inch to ⅞-inch.

On the west side of the main store, commencing from the north, is shelving for General Hardware, extending back about 61 feet. Commencing from the floor are two rows of drawers running back the full depth of base, about 32 inches. Commencing from the base, the shelving runs clear to the ceiling, with a small plain cornice. In the center of the shelving is a Case 12 feet 3 inches long by 7 feet high, having four sliding doors. This is used for sampling Mechanics' Tools, such as Saws, Planes, Squares, Chisels, etc. For sampling the Saws in this Case a row of pins extends across the top, made of gas pipe, screwed into a flange, with a cap on the end to keep the Saws from falling off. These pins are painted as near the color of the wood work as possible.

Commencing with the first shelf above the base (omitting the first space and one tier of shelves from base to ceiling on both the north and south end of shelving) up to the top of the tool case, the shelves are all spaced 7 inches apart in the clear and 36 inches from standard to standard, by 18 inches deep. On this space of shelving are wood sample boxes with ash fronts, finished in hard oil, and on the lower side of box there is a black enameled knob with a tinned round head screw. On the same sized boxes these knobs are put in the same place, and, looking at the front of shelving and boxes, a uniform appearance is presented, and being plain do not detract from the sample on the face of box. Above the boxes there are four shelves 10½ inches apart. On these are kept duplicate stock, in original packages, of as near the same class of goods as are sampled on the boxes below as possible.

On the first shelf above the case is a track made of ⅜ x 1¾-inch wrought iron. This is fastened to every alternate standard by a wrought iron bracket. On this track are used two traveling ladders having two anti-friction sheaves on each. These ladders enable one to go from one end of the shelving to the other without descending and reach any point on the face of shelving from base to ceiling. They are always in place, and with a high shelving they are indispensable.

Commencing first on the shelving from the front of store in the tier without drawers are kept Bronzed Goods in their original packages. In the first tier of drawers are Mortise Locks and Latches; second tier, Rim Locks and Latches; third tier, Cupboard Catches, Sash Fasteners, Shutter Bars, Drawer Pulls, Chest Handles, Barrel, Flush and other Bolts; fourth tier, Butts of every description; fifth tier, Wrought Goods, Screw Eyes, Hooks, Hasps, Staples, etc., the effort being made to keep the same class of goods as near together as possible. Next, south of the Tool Case the stock commences with Mechanics' Tools, Bits, Augers, Screw Drivers, Brad Awls, Tool Handles, Chisels, Gouges, Hammers, Wrenches, and in the last tier are Carriage, Tire and Stove Bolts. These boxes are all lettered and numbered plainly with the size contained in each drawer. The two rows of drawers under the base are lettered, giving the contents of each. This whole space being filled, it leaves no place for an accumulation of dirt, and goods contained in the drawers are kept clean.

From the south end of the shelving to the north wall of the L part, the side wall is ceiled in Norway pine from floor to ceiling. On the floor is a base the same width as base under shelving (32 inches) and 18 inches high from floor, and extends in length the same distance as ceiling on the side wall, about 25 feet. On the south end is a Glass Rack about 9 feet long by 6 feet high. The base underneath is divided into compartments for holding Horseshoes, Barn Door Rollers, Strap and T Hinges and other goods of this class.

Commencing again at the front end of main store on the east side, which is principally devoted to the housekeeping department, is a deep case with sliding doors. It is about 32 inches deep, 7 feet high and 22 feet long. Below the case are two tiers of narrow drawers for drawing paper, etc., kept in connection with the art department, and the rest are cupboards with panel doors. Inside they are ceiled perfectly tight, excluding dust and dirt. Above the case is shelving of the same depth used for Japanned Goods, such as Toilet Ware, Bath Tubs, Slop Jars, Cake Boxes, etc. In this case fine goods are kept, such as decorated Coal Vases, Brass and Bronze Fire Iron Sets, Fine Teapots, etc. Commencing next from where the store enlarges is another row of shelving from the floor to the ceiling, 8 inches deep and about 45 feet long. The shelving is spaced 38 inches between the standards, and varies in hight according to the class of goods kept on the shelves.

First comes light Japanned Ware, such as Tea and Coffee Cans, Spice Boxes, etc. Next Granite Iron Ware and then Tinware. Following these is painters' stock of Colors in Oil, ready-mixed House Paints and Family Paints. Also in boxes—same as on the Hardware side—fine dry colors. Under this paint stock below the ledge shelf are bins, made with the cover to slide under the ledge out of the way. These bins will hold a barrel each, and are lettered above the lid with the contents.

Under the front part of the ledge, where Housefurnishing Goods are kept, are cupboards like those already described, which contain Pots, Kettles, Spiders, Drip and Fry Pans and goods of this description. These cupboards are also lettered. Another traveling ladder is used in front of this shelving. At the south end of the shelving is a wash sink, and next to this the office. This is so located that both stores and counters can be seen. The office is lighted by a skylight directly overhead, and there is also one directly beneath this which gives light to the cellar. In the L store is kept the Stove stock, and on both walls are three hanging shelves upon which are kept Boilers, Tinware, Pipe, Elbows, etc. Oils, Varnishes, Turpentine, etc., are in the cellar, as also the duplicate stock of Glass and other heavy goods.

Figs. 10 and 11 show in detail some convenient and ingen ious devices for the accommodation of different goods. Fig. 10 gives the general arrangement of a store, the dimensions of which are 24 x 80 feet. From this diagram the location of the office, the different counters, racks, etc., may be seen, as well as other details which are of interest, the whole showing the interesting features of the establishment, some of which are not frequently found. The shelving of the store, Fig. 10, is devoted to Shelf Hardware of all kinds, including a large line of Machinists' and Blacksmiths' Tools and other goods. Green boxes are used to a large extent, the goods being sampled on the front of them. There are 473 such boxes, ranging in size from 2¼ x 6 inch to 4½ x 8 inch front. Cabinet Locks are sampled on 67 small-sized boxes, there being also a sample board 2 x 3 feet, which is devoted to Eagle Locks. It contains 61 samples, and is attached to the wall. Door Locks, comprising Rim and Mortise, are sampled on 50 boxes; Knobs, 15 boxes; Padlocks, 16 boxes; Butts, 40 boxes, etc. All staple goods are sampled conspicuously, so that the customer is enabled to see at a glance the article he wants without the necessity of taking down boxes, etc. It is found that this method of complete and attractive sampling permits the waiting on customers to much better advantage, and, taking the time saved into consideration, is referred to as worth a clerk's hire annually.

Adjoining the shelf boxes are bins for Horseshoes, two deep, with a capacity of 200 pounds each, and at the end of the counter are Ox Shoe bins, four tiers, with a capacity of 150 pounds each. The portion of the counter devoted to Nails is 8 feet long and 4 feet high, the tills being 20 inches deep, 13 inches high and 14 inches wide. The bottom of the bins is inclined from the front to the rear. The bins open on one side only. The part of the counter devoted to Horseshoes is 10 feet long, 1 foot 9 inches deep and 1 foot 5 inches high. The bins in the Ox Shoe counter are 18 inches deep, 12 inches high and 9 inches wide. Another counter contains a number of bins 10 x 10 x 17 inches, devoted to Strap and T Hinges, light and heavy ; others 20 x 17 x 10 inches, devoted to Wrought Hook and Heavy Hinges ; and Chain tills, 10 x 14 x 24 inches. These counters are located in the rear of the store, between the Nail Counter and the Iron Rack. The Nail Counter has on the outside three rows of drawers for Malleables and Nuts, and on the inside there are openings into the Nail Bins, and above these drawers for Bolts and Horse Nails. The bottom of the bin

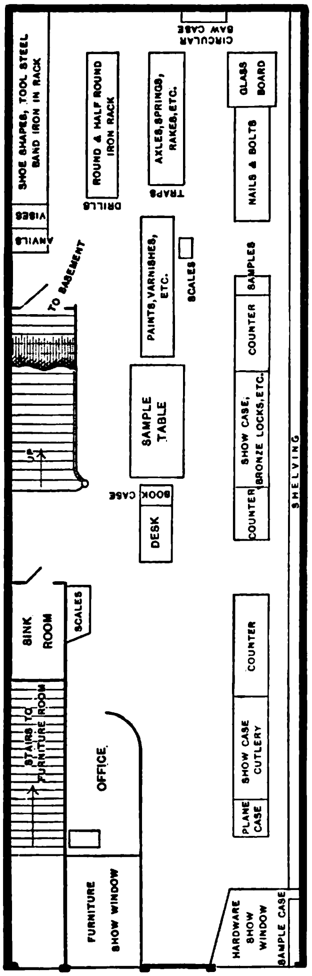


Fig. 10.—*First Floor,* 24 x 80 *Feet.*

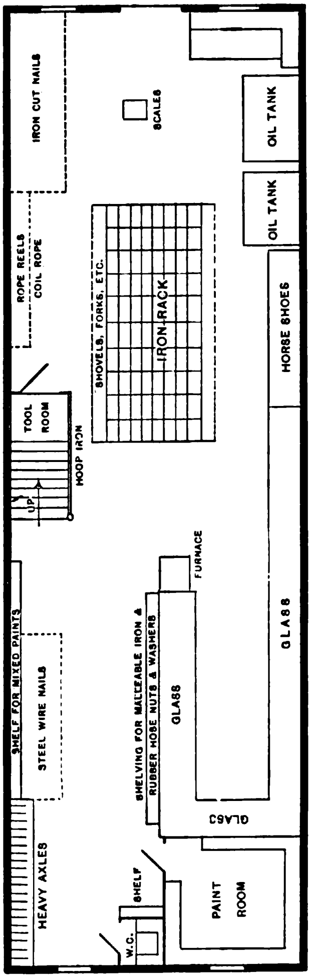


Fig. 11.—*Arrangement of Basement.*

descends from the front to the rear; the drawers and pigeon-holes for Malleables and Nuts run to the middle of the counter, where there is a partition. The outside of the counter by this arrangement has 60 drawers and 20 pigeon-holes, and the inside 24 drawers and 23 pigeon-holes. The length of the counter is 21 feet. On the front of the counter nearest the entrance there is a Plane Case, which is used for the display of the Bailey Planes, by means of which an efficient exhibition of these goods is secured. The large show windows on either side of the entrance are worthy of special attention, permitting, as they do, an attractive and effective display of goods. In order to protect the shelf goods from dust at night and during the cleaning of the store, there is at the top of the shelving a curtain, which is let down when desired. The basement, Fig. 11, is devoted to heavy goods, including Bar Iron, Horseshoes in kegs, Cut and Wire Nails, Paints and Oils, Glass, Shovels, Rope, etc.

The accompanying illustrations, Figs. 12, 13 and 14, give a clear idea of the general arrangement of the store described, and also illustrate some of the methods adopted in handling certain lines of goods. The store is two stories in hight and rests upon a strong foundation. The front is constructed of red Philadelphia brick, with rock-faced gray Ohio stone trimmings, and is supported by steel girders instead of iron columns. The main salesroom, the plan of which is shown in Fig. 13, is 97 feet long, 23 feet wide in front and 21 feet wide in the rear and 14 feet 4 inches in hight. It is lighted in front by two large plate glass windows, and in the rear, which is supported by iron columns, by a full-sized glass store front. By reference to Fig. 13 it will be observed that the office occupies the place usually devoted to a stairway.

The stairway commences just in the rear of the office, as shown in the plan, and is open, broad and easy of ascent, with a heavy baluster and rail extending around the opening of the second story. The plan of the second floor is shown in Fig. 14, this floor being devoted to the wholesale stock and to Stoves. It is the same size as the salesroom, but the private office in front is larger than the office below. The ceiling is 12 feet in hight. There are six stationary Stove platforms, each 14 feet long, 30 inches wide and 7 inches high. They are so arranged

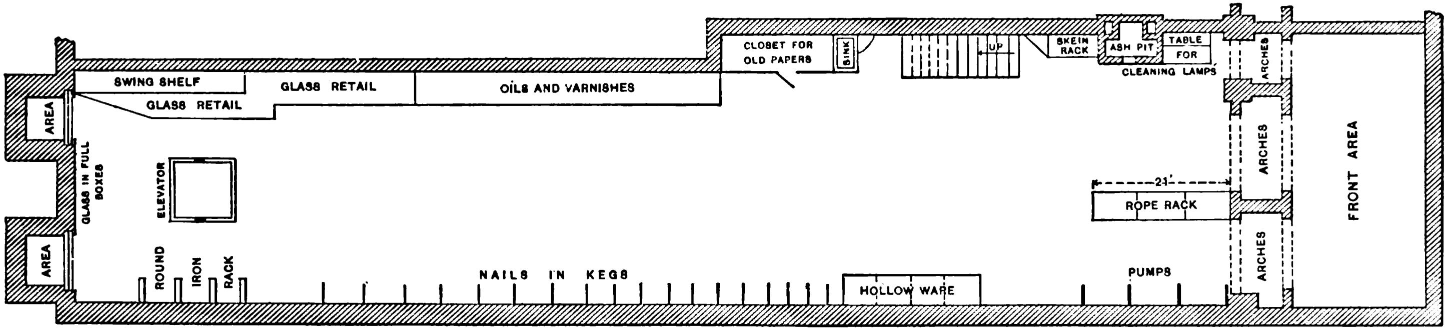


Fig. 12.—Basement.

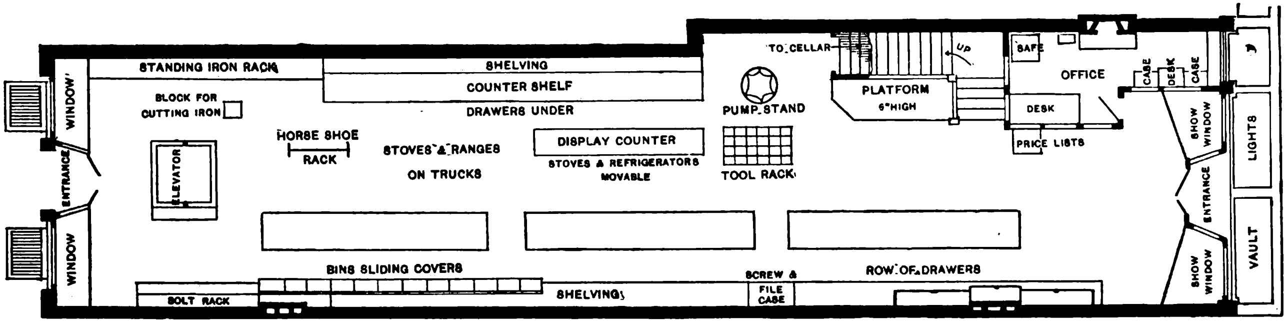


Fig. 13.—First Floor.

as to allow room for Stove trucks to run on either side. There is also a Stove platform on the left-hand side 54 feet long, 41 inches wide and 7 inches high. These platforms afford room for the display of 50 Parlor Stoves and 24 Cook Stoves. Extending along the wall above the left platform is 21 feet of shelving, 31 inches wide, suspended from the ceiling by eight rods of ½-inch rod iron. The upper two shelves are 2 feet and the lower two 5 feet 4 inches from the ceiling. This shelving is used for surplus Tinware. The upper shelf may also be used for storing Scythes in boxes. Next beyond the chimney and extending 16 feet there are divisions made specially for long handled tools, such as Shovels, Spades, Forks, Rakes and Handles. There are five divisions, 2 feet deep by 2 feet wide and 6 feet high, and three divisions 7 feet high. Goods in original packages are kept here, convenient to the elevator. The part above this is divided into spaces 2 and 3 feet high for Stove Pipe Elbows, Sheet Iron Goods or smaller articles of Hardware or Wooden Ware.

Opposite the landing of the stairway, Fig. 14, there is an unbroken stretch of shelving 50 feet long and 16 inches deep. The counter shelf is 24 inches wide and 4 feet above the floor. This shelving extends to ceiling and is divided into 58 compartments 24 inches high and 30 inches wide, leaving an upper shelf at top 20 inches high, which is used for Stamped Ware. Below are kept surplus Shelf and Heavy Hardware. The sections of shelving being short, the heavy weight of goods does not cause the shelves to sag. The first four sections in front on the counter shelf are inclosed with two doors each and have two shelves, making four closets 24 inches high and 30 inches wide. Light and dust are thus excluded from these closets, which are used for Wood Planes. Under the closets and counter shelf are four divisions for Axe Helves and Handles. They are 7 inches wide, 24 inches deep and 44 inches high. Next are four sections 44 inches long by 30 inches wide and 24 inches deep, each having three shelves, the top shelf being 10 inches high, the next one 14 inches and the bottom one 18 inches. Each section holds 40 articles of Furniture for Cooking Stoves. This arrangement has been found very convenient from the fact that in selling a Stove, especially when busy, much time is saved by resorting

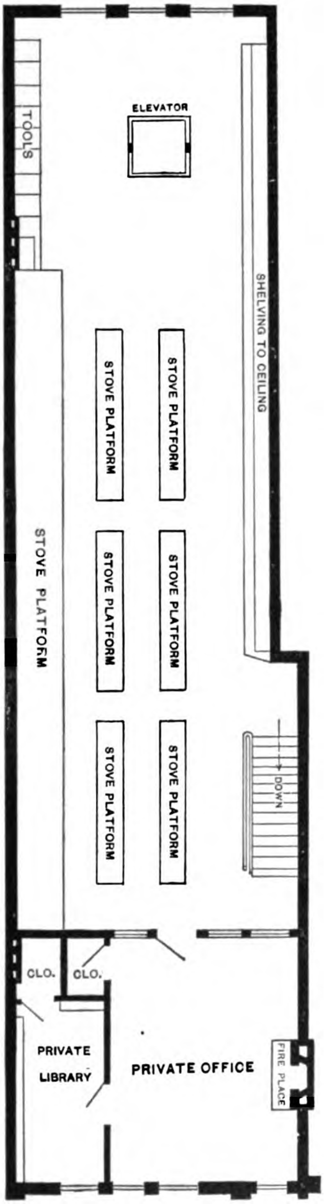


Fig. 14.—Second Floor.

to this place, which can be easily filled when business is not pressing. These four sections are needed in order to supply two grades of Stove Furniture. Thus there is one set each of 8 and 9 and both grades in readiness. The remainder of the room under the counter shelf is divided into spaces 44 by 30 inches for Shovels and other goods. All the shelving and platforms are made from ⅞-inch pine lumber, except the top of the Stove Platforms, which is maple. The brick walls are painted in Milwaukee brick color and penciled in Indian red. The ceiling is painted white, the platforms for Stoves being given a drab color.

The basement, the plan of which is shown in Fig. 12, is reached by a wide stairway under the upper story stairs, and is of the same size as the salesroom excepting the extra width of the foundation walls. The floor is of 2-inch surfaced and sized pine laid over a bed of concrete 5 inches deep, with 4 x 4 inch stuff bedded in for the plank. The basement is 8 feet high, and is dry at all seasons, and articles deposited in it are kept from rust. It thus becomes a convenient place for the storage of Stoves of customers. At the stair landing is the Skein Rack, which is divided into 14 spaces. Adjoining this is the brick ash pit, which extends the full hight of the basement and receives the ashes of the salesroom and second floor fire places. Next is the table for cleaning lamps. Under the sidewalk is a room 10 x 22 feet, reached through the arches shown in the plan. In winter this room is used for the coal and wood requisite to heating the establishment and in summer for the storage of oil. The stock of Rope, Twine, Pumps and Hollow Ware is kept in the basement. Nails are kept in stalls, which save room, and near the elevator at the left is the stock of Band and Hoop Iron. Stoves are placed in the center. The elevator drops into a cell on reaching the basement, thus making its platform level with the floor. Adjoining the elevator cell is a closet for the storage of old papers and books not used. Under the stairway and next to this closet is a sink supplied with city water, the waste being connected with a 6-inch sewer pipe laid in concrete under the floor.

In the rear of the establishment is an annex, reached by a platform 20 feet broad running from the main saloon. The annex is two stories in hight, with 12-inch brick walls and hardwood floors, and has a large door at each end 5 feet in width. In the lower story goods are received, while they are sent out by the alley in the rear. Here also is the water closet and a platform for Sash, a rack for Panel Doors and an Iron Rack. Under the stairway is a closet for keeping uncalled-for Tinware left for repair. In the second story is the tin shop, 22 x 32 feet and 12 feet high, and lighted by 13 windows, the sills being 3½ feet from the floor, thus affording room for the benches beneath the windows. There are two main benches, one center bench for sheet iron work and a short bench for work at the vise. The stock of Gas Pipe is kept convenient to the machine, and is received at the rear door in the alley and sent out from the large door over the platform leading to the store. Pipe Fittings are kept near the stairway. The entire arrangement of the shop is convenient for keeping the Gas Pipe work by itself. At the end of the stair railing is a sink supplied with water from the city works, the waste running off to the sewer pipe under the store. Crossing the alley, another brick building is reached fronting on another street. This building is 25 feet front and 75 feet in depth, and is used as a store house for Wagon Wood Work, Seed and Agricultural Implements.

The floor plan and a general view of the salesroom of a representative store exceptionally large and complete are shown in Figs. 15 and 16. Two large show windows, 20 x 6 feet, divided by a column occupy most of the front of the store, the entrance doors being on each side. The windows are not incased at the back, but are divided from the store room by heavy curtains hung on silvered poles 3 feet above the floor of the show windows. Next to these windows is a platform 2 feet wide for sampling Coal Hods, Water Coolers, etc. The arrangement of Showcases, Counters and Shelving is distinctly shown in the floor plan. The dotted lines represent a gallery above the shelf boxes. The cash desk is located in the center of the store, back of the counters, and is fitted up with a cash carrier system. Fig. 16 gives a view of the shelving on one side, and of the counters and showcases which occupy the middle of the store and of the offices in the rear. At the right of the entrance is an upright wall case, a portion of which is shown in the illustration. The case is 9 feet high and 15 feet long, having five large plate glass doors mounted on patent sheaves. The interior of the case is lined with red cloth, and contains decorated Tea and Coffee Pots. A gallery 4 feet wide extends along both walls and the rear of the room. The shelving above the gallery is 2 feet deep, extending to the ceiling, and is used for stock of light Shelf Goods. Tinware, Enameled Ware and similar goods are sampled on counters through the middle of the room, making an attractive display.

In Fig. 17 is shown an arrangement of Store and Iron House, which is especially interesting as it does not conform with the generally adopted plans for such buildings. The main building is of brick, two stories high, with brick partition walls 1 foot thick. The dimensions of the different departments comprising it are given on the plan. The Iron House, which is irregular in shape, is supplied with necessary Racks, Iron Cutter and Scale. The front of the Iron House is opened with a portcullis gate, which slides up and down and, being balanced by weights, runs very easily. There is also a hinged

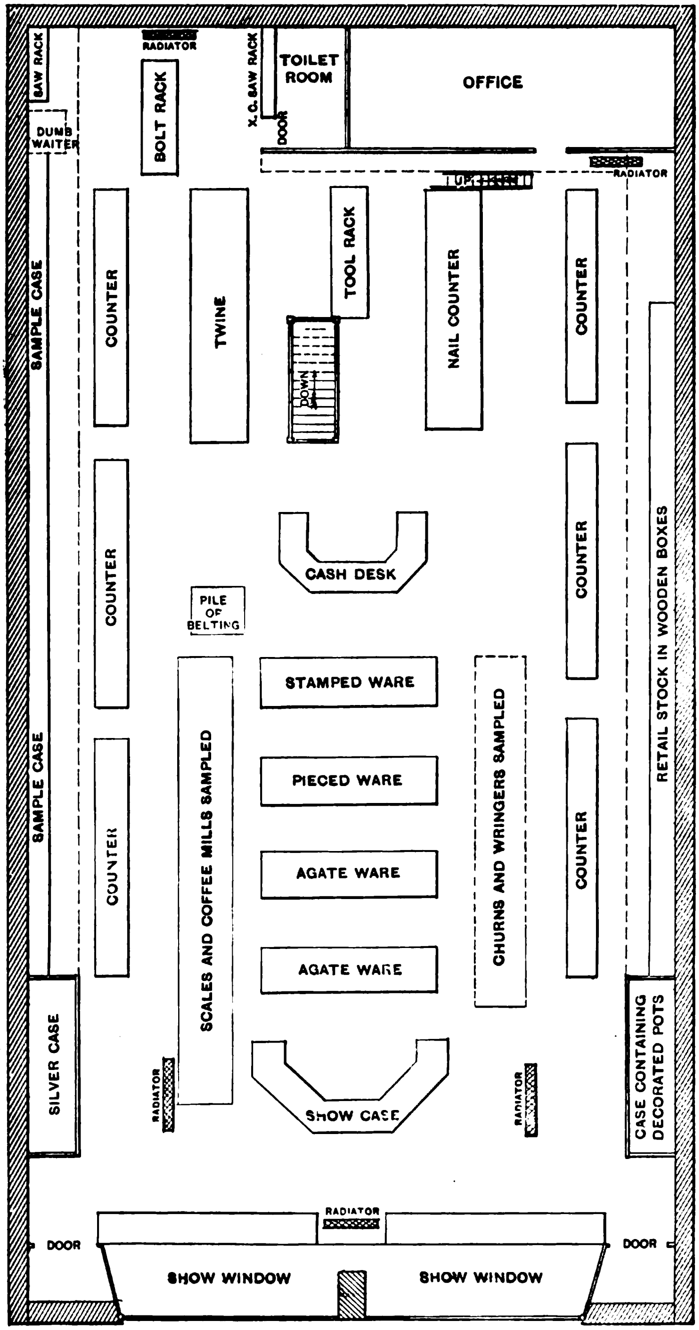


Fig. 15.—*Plan of First Floor.*

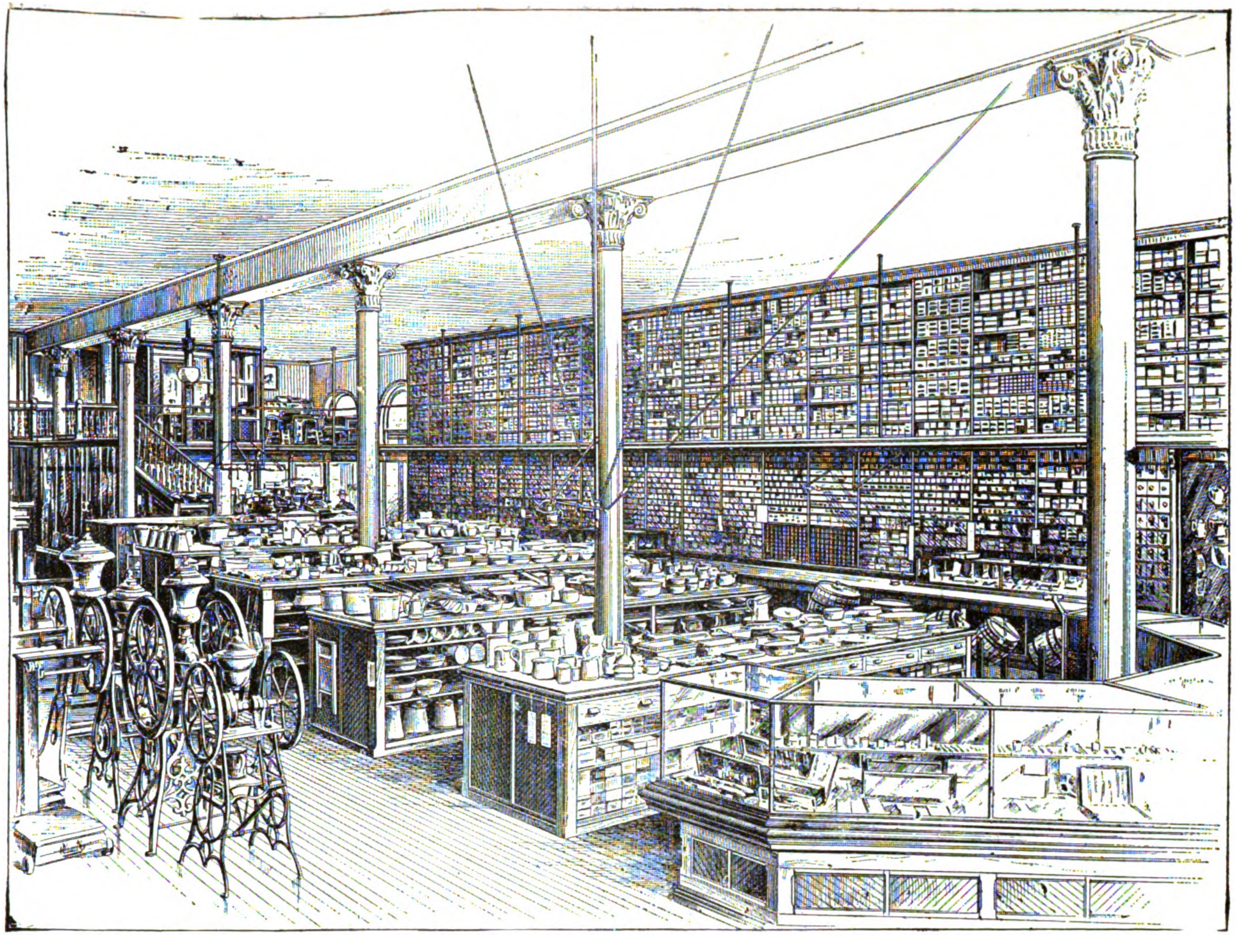


Fig. 16.—General View of Salesroom.

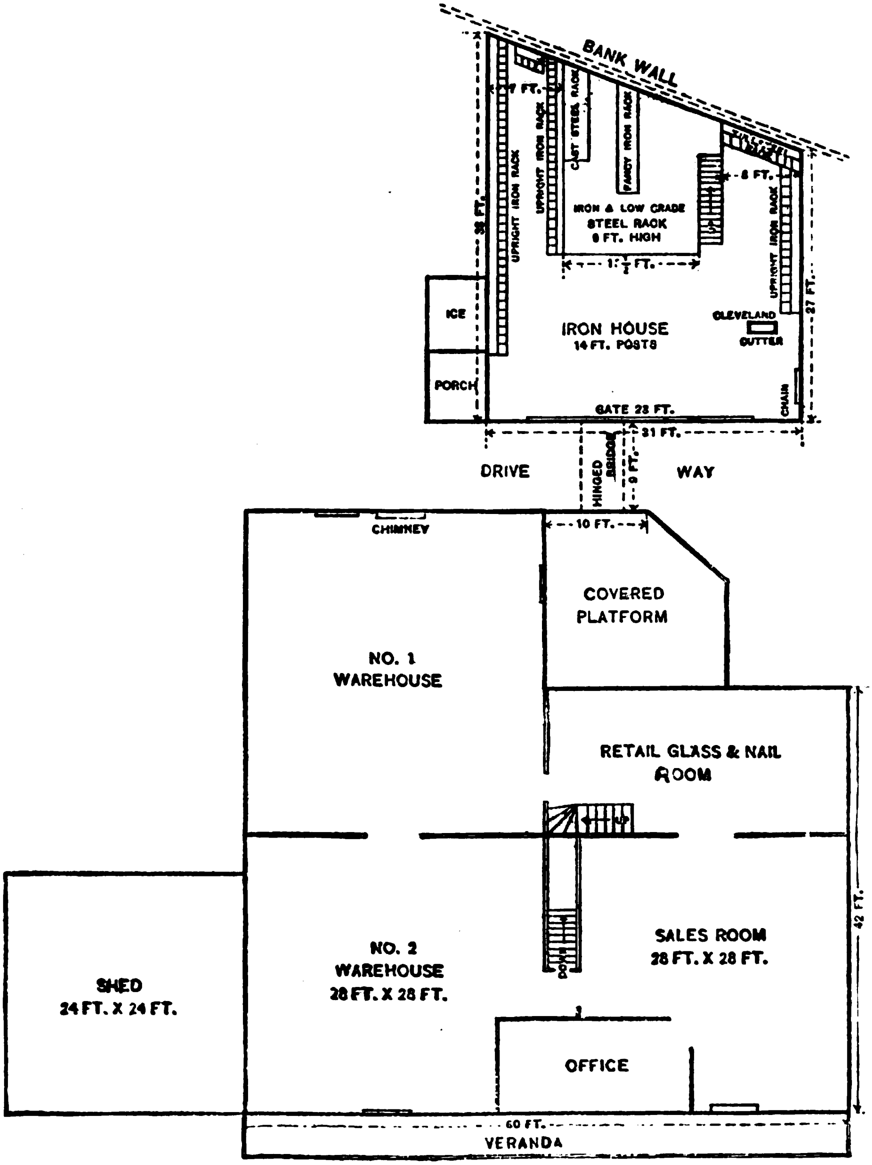


Fig. 17.—Store and Iron House.

bridge, 4 feet wide, across the driveway, connecting the covered platform with the Iron House. This bridge is also raised and lowered by weights, and by using the bridge across the drive way the floors of the main building and the Iron House are on a level, thus facilitating the movement of Iron or heavy goods. The roof of the Iron House is supported by three pairs of heavy cross beams with numerous braces, and is lighted from the roof by two pairs of windows reaching from the eaves to the ridge pole.

The arrangement of an exceptionally large and complete Iron Store is illustrated in Chapter LVI, Fig. 9, where a full description may be found of approved methods of accommodating Iron and Steel.

CHAPTER II.

The Office.

It is difficult to overestimate the importance of a conveniently located, suitably arranged and well conducted office in connection with a store which aims to be at all complete and modern in its equipment. The character of the office will obviously depend largely on the extent of business and the methods under which it is carried on; but whether the business be large or small an office is necessary. It may consist of only a desk with accommodations for price lists, account books, etc., or may have much more extensive appointments. The importance of correct business methods is a matter closely related to the subject under consideration, but it is one into which it is not feasible now to enter. Carelessness in keeping accounts,

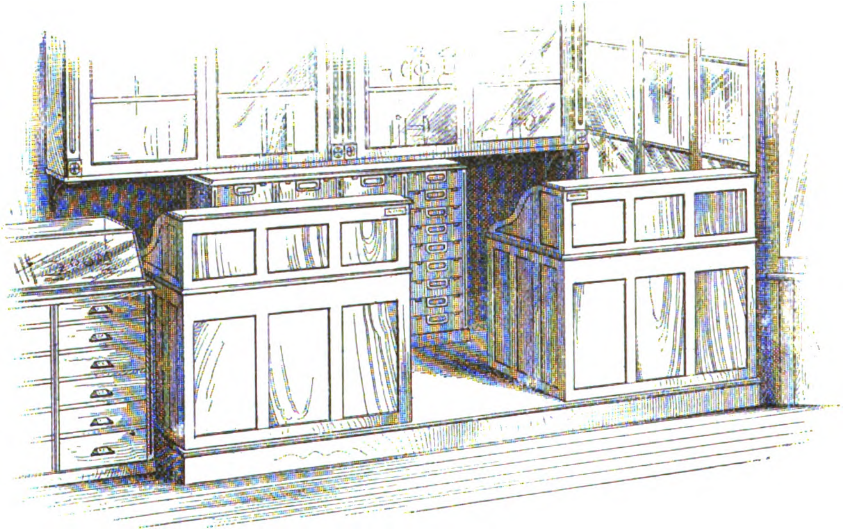


Fig. 1.—An Office Near the Front of the Store.

lack of system in regard to records of the cost of goods, arrangement of prices, etc., unquestionably interfere very seriously with the success of many stores otherwise well ordered. Suitable office accommodations are important as facilitating and encouraging good business methods.

While it is not feasible to lay down any general rule in regard to the location of the office, it is usually desirable to have it so situated that what goes on in the storeroom can be under the observation of the proprietor or his representative.

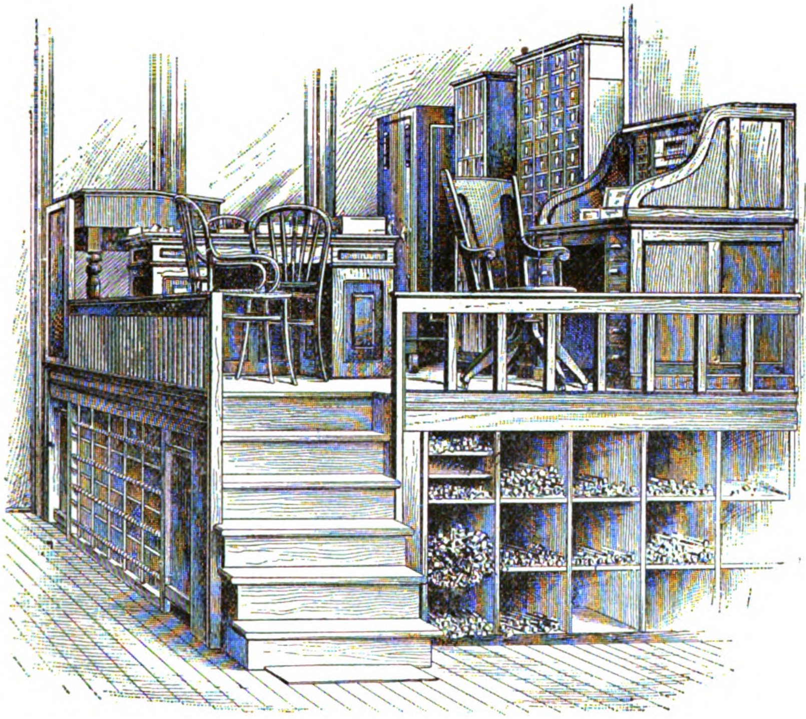


Fig. 2.—An Elevated Office.

The diagrams given in the preceding chapter and the following illustrations and descriptions indicate the practice of the trade in regard to the location and arrangement of the office.

In Fig. 1 is shown an office near the front of the store, next to the show window at the right of the entrance. It is provided with two desks upon a slightly raised platform. Against the wall is a letter file, above which is a case with glass doors, containing catalogues, etc. This is an excellent location for an office, as it not only commands a view of the entire room, but also gives the proprietors an opportunity of welcoming customers and seeing that each is waited upon promptly. To secure this it is well to have it understood that when a person enters the store an unemployed salesman shall immediately step forward and supply the customer's wants. Should all the salesmen be engaged one of the partners should attend to him. In this manner each customer will be given a suitable reception and be promptly served. The bookkeeper's desk is located at the rear of the store. Another office near the front of the store is shown in Chapter VII, Fig. 4.

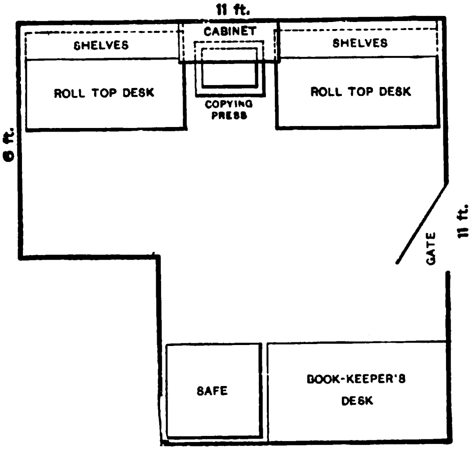


Fig. 3.—Floor Plan of the Office.

An elevated office giving a view of the store is represented in Fig. 2. It is reached by six steps and provides accommodations for two private desks and a desk for bookkeepers, a typewriter, letter files, catalogues, safe, letter press, etc. The space underneath the platform is utilized for keeping stock. At the left, shelf boxes contain Carriage, Tire, Stove Bolts, etc.

The bins at the right of the steps are deep enough to contain Axe, Pick and other Handles, also other goods that can be disposed of to advantage in such bins.

The office, a plan of which is shown in Fig. 3, has the advantage of occupying comparatively little space. It is located in the middle of the store near the front. Fig. 4 shows the arrangement of the proprietors' desks, letter press, and the provision made for letter files, catalogues, price-lists, etc. While the space occupied is limited the arrangement is compact and well suited to the requirements of business.

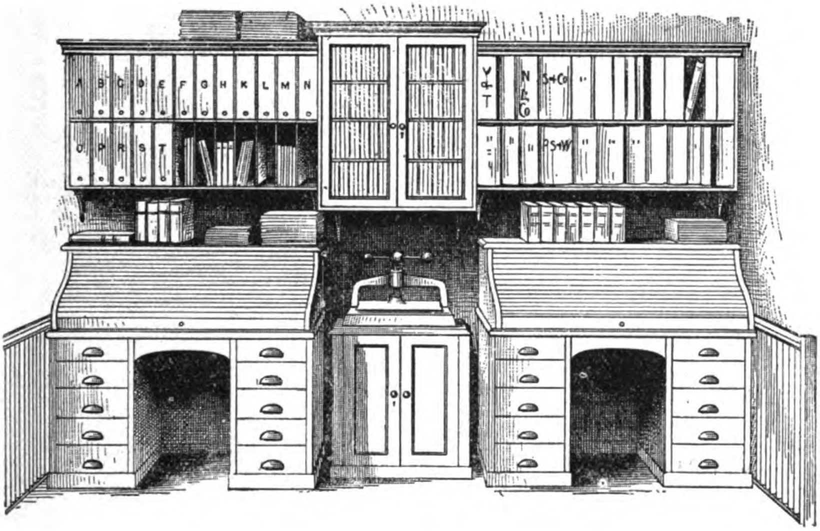


Fig. 4.—Proprietors' Desks, Etc.

The manager's office, shown in Fig. 5, is modern in its appointments, and is handsomely fitted up with desk, chairs, bookcase, etc. Carpet and rugs cover the floor, and a movable electric stand lamp furnishes artificial light when necessary. The desk faces the general offices, and from his seat the manager commands a view of the salesroom. A glass partition similar to that shown in the cut divides the office from the salesroom. All wood work and furniture is of quartered oak, handsomely finished.

The office shown in Fig. 6 is located near the rear of a large store. Its dimensions are 12 x 30 feet. It is inclosed with paneled woodwork, having gates on either side at the rear. The desks are arranged to meet the convenience of those who use them and are provided with drawers and cupboards underneath for stationery, advertising matter, circulars, catalogues, etc. In addition there are two cases containing a very complete line of catalogues.

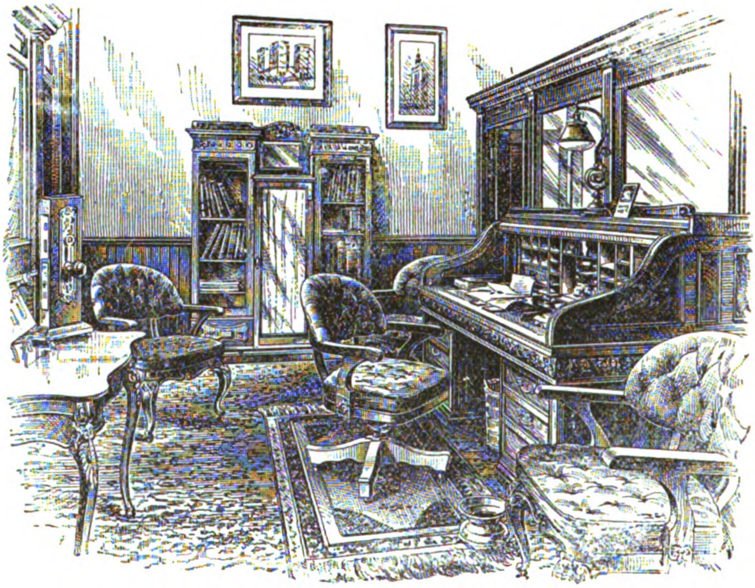


Fig. 5.—Manager's Office.

The office shown in Fig. 7 is in a large establishment and is two stories in hight. The illustration shows the flooring of the second story cut away, allowing the construction of the upper part of the office to be seen. The upper office is partly above and partly below the second story floor, occupying about 4 feet of the main salesroom, the floor of the upper office being about level with the top of the shelving shown in the cut. The lower office is occupied by the bookkeepers, while the upper part is used as a private office, which secures all necessary se clusion and at the same time gives a view of all that goes on in the store. Speaking tubes from this part of the office connect with the various rooms, and the cash-carriers connect with the cashier's desk in it. In the lower office is a telephone which is advertised to be free for the use of customers. The office is well lighted by a large window by day and by electric light at night. The upper office is reached from the lower one by a half circle stairway. In the corner is a dumb waiter for convenience in conveying books, etc. It is balanced by a 25-pound weight attached to a cord, which runs over a wheel in the wareroom above the upper office. The dumb waiter comes down to the top of the safe in the lower office.

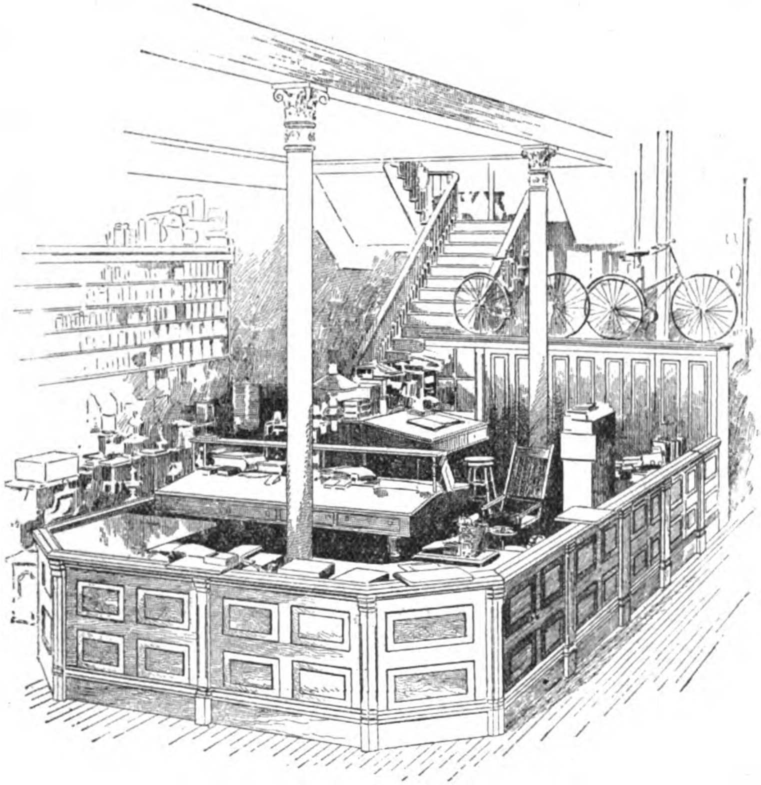


Fig. 6.—A Commodious Office.

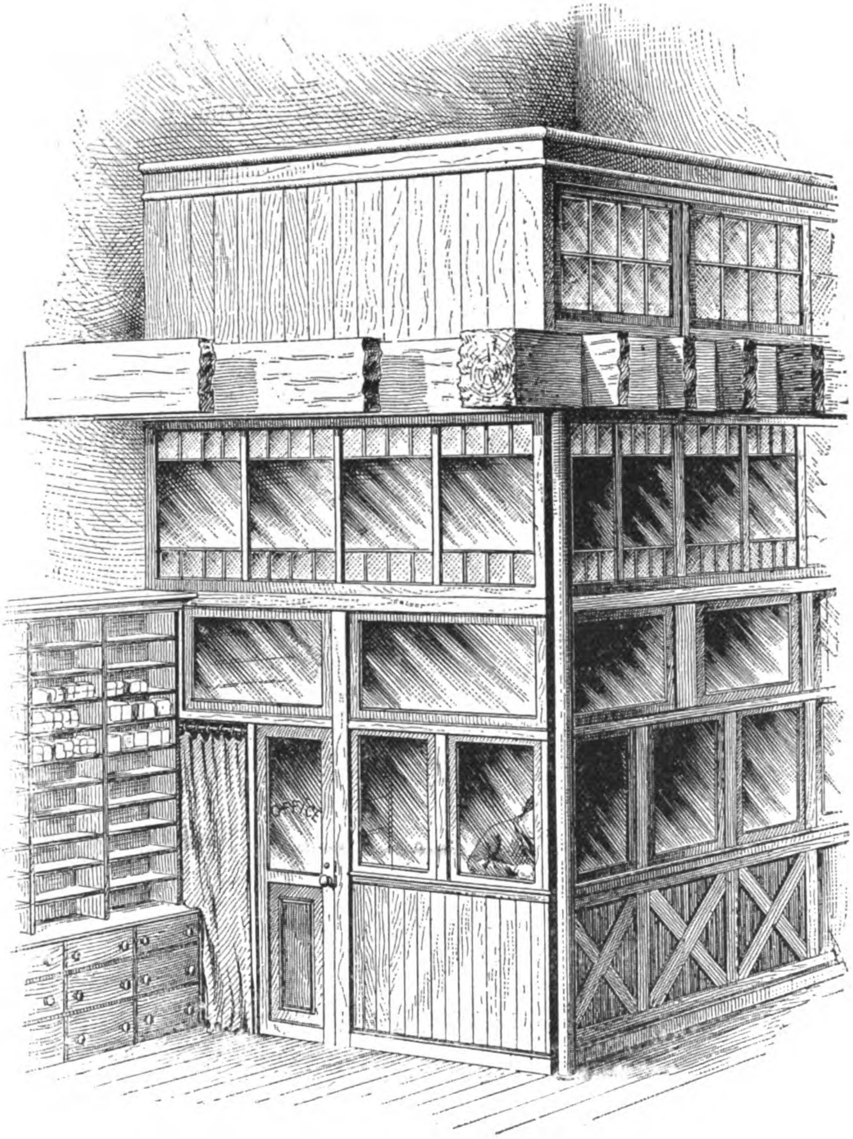


Fig. 7.—A Two-Story Office.

The desk illustrated in Fig. 8 is located about 20 feet from the store entrance, with counters on each side. The platform upon which the desk stands is 20 inches high, the front being on a line with the front of the counters. The location and elevated position of the desk give the proprietor an unobstructed view of all that transpires in the store.

In Fig. 9 the space immediately under the stairway leading up from the outside entrance is utilized for locating the desk. This is 15 or 20 feet from the front of the store, and adjoining the Agate Ware Case which is built against the stairway. The office is 7 feet 4 inches by 7 feet 6 inches in size and has an entrance door on the side opposite the one shown in the cut. The office answers for the proprietor and cashier, and here, too, the bookkeeping is done. The office is handsomely finished to correspond with the other fixtures and affords a view of the entire store.

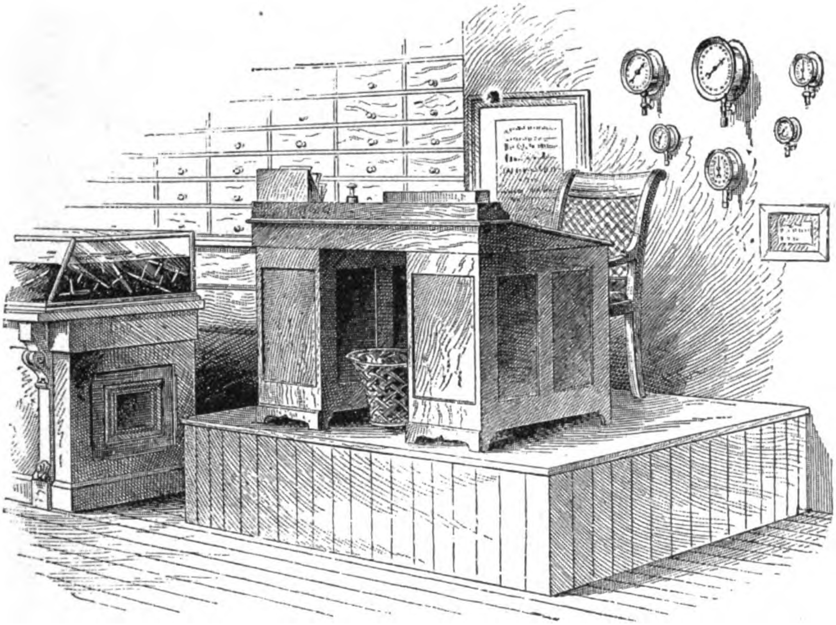


Fig. 8.—Proprietor's Business Office.

Fig. 10 gives a view of upper and lower offices with stairway in a wholesale and retail establishment, the location in the store being shown in Chapter I, Fig. 15. The platform upon which the upper offices rest is 15 feet wide. The first room to the right is the treasurer's office; next, a cutlery room, 6 x 10 feet in size, with shelving for Cutlery, Revolvers, etc. Next to this room is the office of the wholesale department, then the manager's office and purchasing department. The space to the extreme right of the offices, as shown in the diagram referred to above, is devoted to the use of salesmen for writing letters, etc. The rooms below the offices, Fig. 10, on the main floor, are used as general offices. Under the stair-

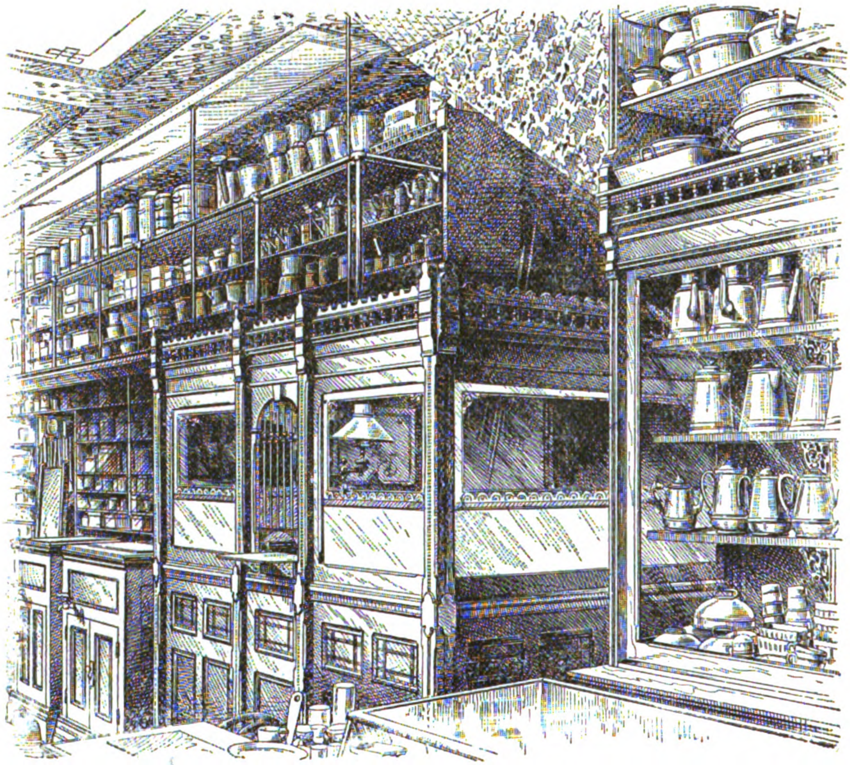


Fig. 9.—An Office Under the Stairway.

way are tiers of drawers to accommodate Horseshoe Nails, Bulk Tacks, Brads, etc.

Illustrations of a Catalogue File Case which is exceptionnally complete in arrangement and comprehensive in the manner of indexing is shown in Figs. 11 and 12. The cabinet is located in the buyer's office and is used for filing pamphlet catalogues, lists, circulars, quotations, etc., of the various goods in the lines carried. The filing case is 10 feet 10 inches long and 4 feet high, and consists of 11 tiers of 11 compartments each. In front of each compartment is a slide shutter, which when raised discloses neat trays 12 inches long, 10½ inches wide and 3 inches deep, with sides and ends slashed to facilitate getting at its contents. The index used is practically that of *The Iron Age* Multiple Index Price Book E, and indeed it was this index that first suggested the idea of the cabinet, as it occurred to the secretary of the company, upon

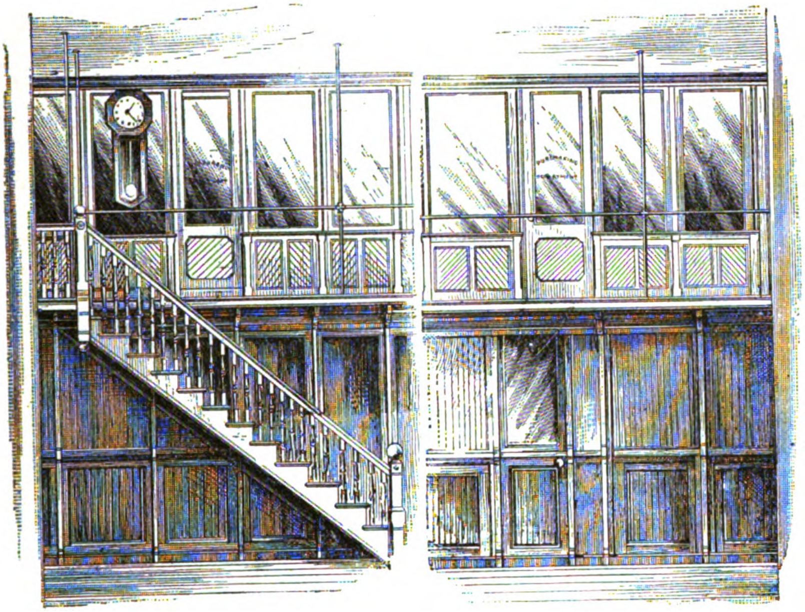


Fig. 10.—*Offices in a Wholesale Establishment.*

examining this book, that a file with this index would settle the vexed question as to how to conveniently care for the many small lists, etc., that it is necessary to have for reference. The index first put on the case was identically the same as that of Price Book E, but it was later found necessary to modify it in order to relieve some trays that were too full, which was done by adding "Bells," "Locks," "Machines," "Pumps," "Refrigerators," "Tinware," "Tools," and "Wire Goods."

The whole is locked by simply turning a handle or fixed key at one end, and can only be unlocked by a key, thus securing absolute privacy as to its contents.

As each list is filed under the name of the article listed it is entered upon an index book under the name of the firm issuing it, the tray into which it is put being noted, so that it is but the work of a moment to find either the lists of any particular firm or all the lists of the makers of any particular article. There could hardly be an arrangement more complete or convenient, and the cabinet referred to is as satisfactory as a file as the Price Book E is as a register of quotations.

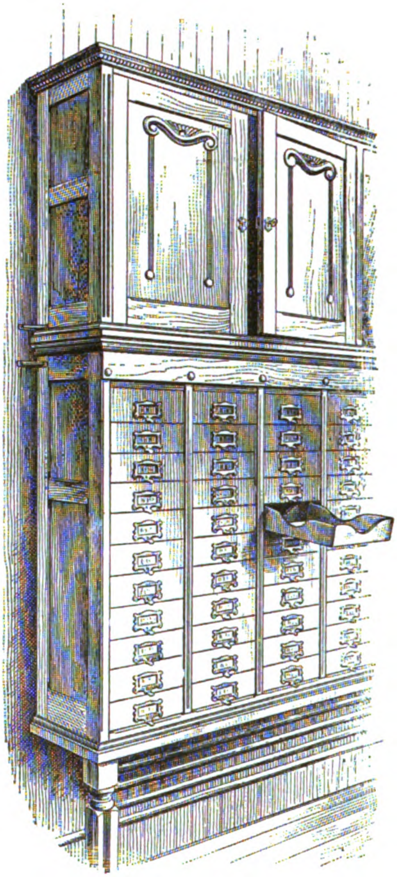


Fig. 11.—*Catalogue File Case.*

On the top of the file is a cupboard, 2 feet 9 inches high and 10 feet 10 inches long, containing one shelf and inclosed by six carved oak doors. This is used for large catalogues. The whole is mounted on legs 24 inches high, making the

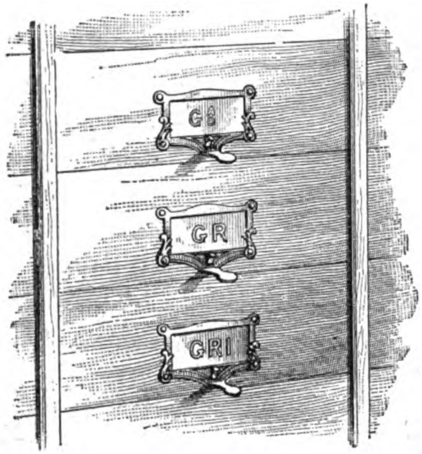


Fig. 12.—*Enlarged View of Index.*

entire hight 8 feet 9 inches, the depth of the case being a trifle over 14 inches.

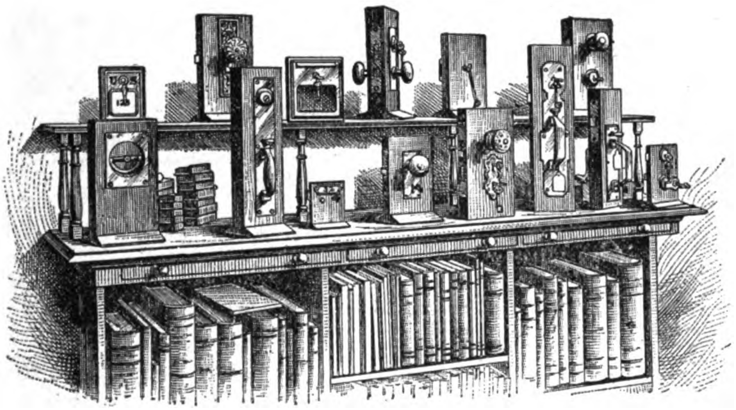


Fig. 13.—*Catalogue and Sample Case.*

A sample and catalogue case is shown in Fig. 13, this being found convenient for office use. The top is used for mounted samples; underneath these are shelves which can be drawn out for receiving the catalogue which is to be consulted, or samples that it may be desired thus to examine. The lower part of the case is devoted to price-lists and other trade literature.

In Fig. 14 is shown the first story of an office located at the rear of first floor of a store. The office entire is about 19 feet high and extends to the ceiling of the second story of the store. Excellent light and good ventilation is secured from windows in the rear. The cash carrier station is shown at the right of the door; under which accommodations are provided for retail stock of Glass, Nails, etc. On the opposite side under the office the space is utilized as an office for entry clerks, etc.

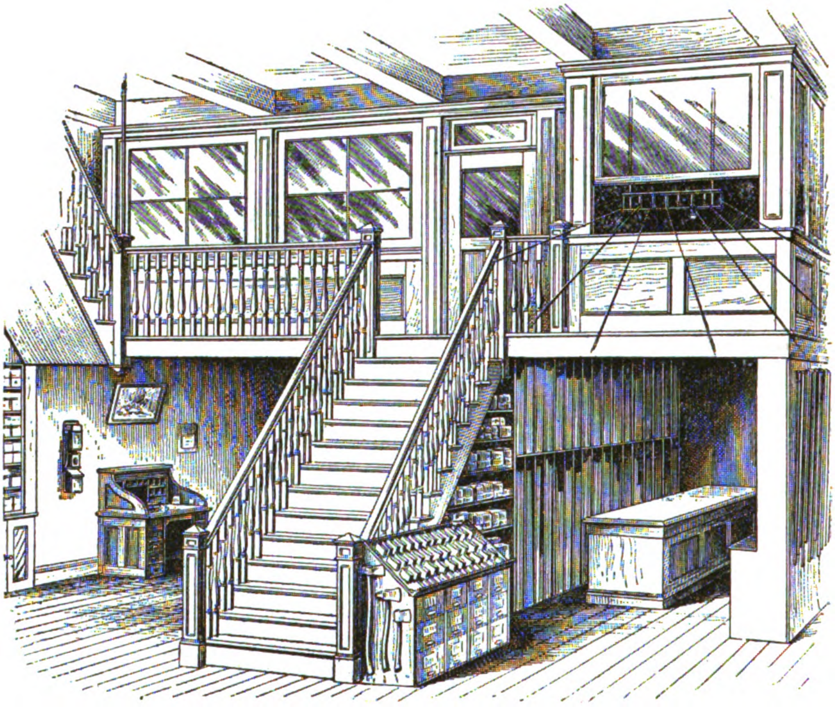


Fig. 14.—*A Part of a Two-Story Office.*

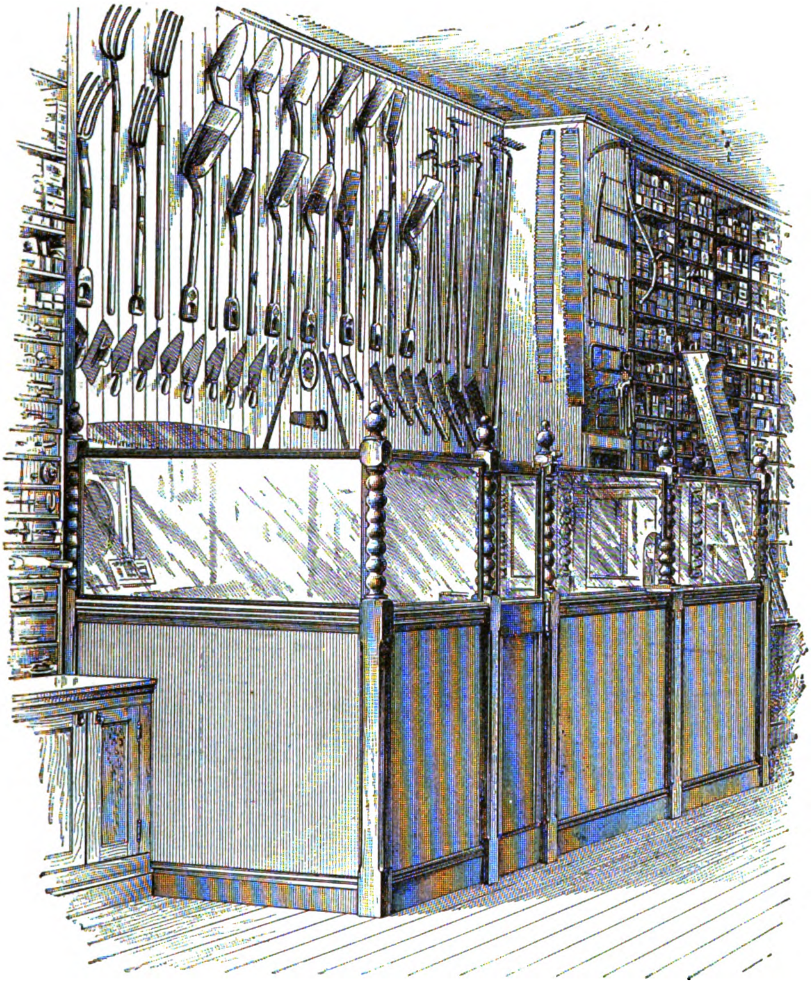


Fig. 15.—Charging and Cash Sales Office.

The office shown in Fig. 15 is located near the center of the store at one side of the room, with shelving extending in both directions from the ends of the office. The inclosure is 5 x 17½ feet, divided into three apartments. The manager's office is at one end, the buyer's at the other end, with the cashier's office between the two. A tastefully arranged sample board occupies the wall space back of the inclosure. All goods are charged here and cash from sales is received here, the bookkeepers' and general offices being at the rear of the store.

A novel arrangement of a telephone is shown in Fig. 16, devised so that the instrument may be used by those inside the office, or outside by customers and those connected with the establishment. The office is located near the entrance at the left of the store, and the telephone is attached to a small door swung on hinges, composed of two pieces of board at right angles to each other. Thus the opening is always closed when the instrument is in use, and by this arrangement the bookkeeper can use the telephone without leaving his desk in the office, or it can be used from the store without entering the office.

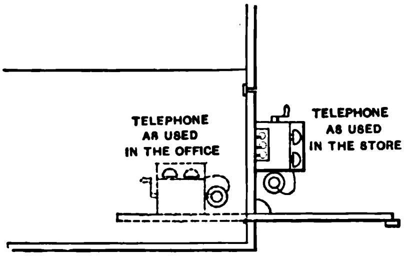

TELEPHONE AS USED IN THE OFFICE
TELEPHONE AS USED IN THE STORE

Fig. 16.—Arrangement of Telephone.

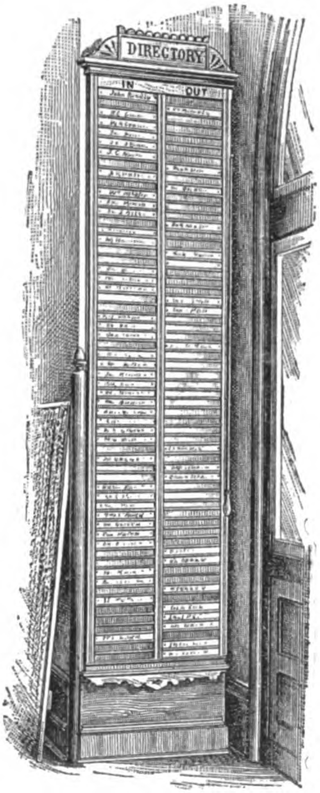


Fig. 17.—Directory.

A directory as shown in Fig. 17 has been found useful in larger establishments. The case is made high enough to contain the names of the members of the firm, heads of departments and of the employees. The case is divided into two spaces marked "In" and "Out," with boards to contain the names so arranged as to slide either way. Each person places his name under the proper heading, either "in" or "out," as the case may be. The directory thus indicates without further inquiry whether any certain person is in the building. It is also useful in finding out at a glance the number of employees in the different departments as well as being an incentive to promptness and punctuality.

CHAPTER III.

Shelving.

The proper arrangement of shelving is a very important matter, as upon it depends in large measure the convenience and to some extent the attractiveness of the store. In the furnishing of a Hardware store there is opportunity for the exercise of much taste and judgment in securing fittings which are suited to the stock to be carried and at the same time of attractive appearance. The expense of thus fitting out a store will depend very much on the style in which the work is done and may be large if it is desired to have counters, shelving, racks, etc., especially elegant, an expenditure which is sometimes justified. Convenience of arrangement is, however, much more important than elaborate fittings, and in most stores an attractive appearance may be secured without very much outlay, as comparatively inexpensive shelving and counters will usually meet the requirements of the merchant. The primary consideration is to have sufficient shelving for the goods to be accommodated, the amount and variety of which will determine the length and hight of shelving required. A comparatively small stock will perhaps call for shelving extending only 6, 7 or 8 feet from the floor, while a much larger amount of goods can be carried with shelving 4 or 5 feet higher, the upper shelves being reached by ladders, gallery, or by steps in the ledge, as more fully explained and illustrated in the following pages.

But while the hight and length of the shelving will be determined by the quantity of goods to be kept in stock, the depth of the shelves is a matter calling for careful consideration. In many stores they are made 12 or 14 inches deep, and this is found to be sufficient for a large proportion of Hardware articles. The best practice, however, favors a greater depth, and 16 and even 20 inches is found to be more convenient and more economical of space in the long run, as on shelves of this depth many articles can be carried much more conveniently than if they were narrower. In designing shelving the question whether shelf boxes to contain the goods are to be used or the goods retailed from original packages should first be settled, inasmuch as the distance between the shelves and the space between the uprights should be carefully determined, especially if shelf boxes are to be used.

Where shelf boxes are used a standard arrangement, which is regarded as convenient, is to have the shelves 36 inches between uprights and 6 or 7 inches apart. This would permit the use of boxes 6 or 7 inches high, each shelf containing six 6-inch boxes, four 9-inch boxes, or three 12-inch boxes; sizes which are obviously conveniently interchangeable. With 7 inches between the shelves two rows of boxes 3½ inches high may be used, but there are obvious disadvantages in having one box resting upon another. It is much better if such small boxes are to be used to have the shelving adapted especially to them, shelves being 3½ or 4 inches apart. These small boxes will be found desirable for the accommodation of a good many articles, such as Nail Sets, Countersinks, Reamers, Screw Eyes, Screw Hooks and similar goods.

The general practice of the trade unquestionably favors the use of shelf boxes, but there are some who prefer retailing from the original packages, especially on account of the more varied and in some respects more attractive appearance of the shelving which may thus be secured.

Hardware merchants desiring to adopt improved methods of arrangement are often confronted with difficulty from the fact that their shelving is not suited to their stock. This sometimes occurs in connection with a store which has long been in use, but more frequently when renting a store previously occupied by some other line of business. Owners of buildings are naturally conservative about changing the fixtures to suit each succeeding tenant, and merchants are often desirous of avoiding the expense of refitting the store. Unless the arrangement of shelving is totally unfit for changing the cost of having it put in convenient shape is not so great as might be supposed. The base, uprights and cornice can usually be retained without much alteration, and if the shelves are too long they can easily be shortened. If they are already too short for use in the front of the store they may be given a less conspicuous position in some other part of the room or in the storehouse. It is, however, very desirable that the shelving should be adapted to the goods, as if it is not there is difficulty in accommodating them satisfactorily and a lack of incentive to keep the store orderly, the effectiveness of the display is interfered with, and there is constant inconvenience in getting at the goods. These considerations will justify careful attention to this matter and the incurring of a reasonable expense in adapting shelving to the requirements of the business.

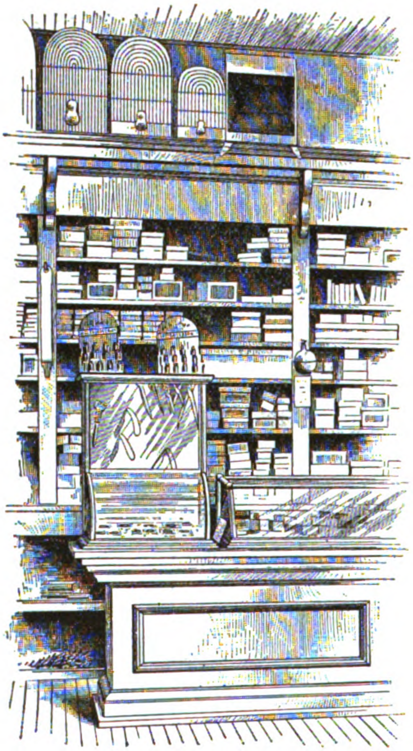


Fig. 1.—A Section of Shelving.

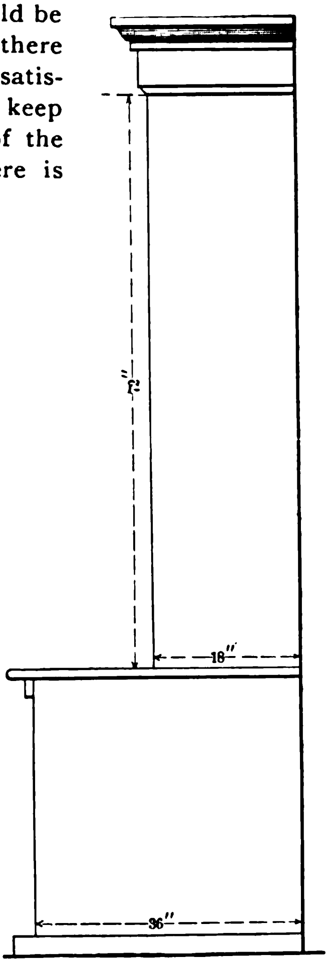


Fig. 2.—Sectional View of Shelving.

Fig. 1 represents a section of shelving in which original packages of goods are carried. While the effect of the whole is attractive, as the stiffness connected with the use of shelf boxes is avoided, it is evident that a good deal of room is lost and that space in this instance is not utilized to the best advantage. Thus it will be observed that the shelving is too shallow to take in the long boxes endwise, and that on account of the variety of sizes of boxes considerable room is wasted. Space is also lost by the board under the cornice and the wide upright strips on the front of the standards.

As illustrating a style of shelving in general use Fig. 2 is given. The base is 36 inches deep and the shelves 18 inches deep, the hight of the shelving from the ledge to the cornice being 6 feet.

The shelving illustrated in Fig. 3 is carried to a greater hight and the shelves are, it will be observed, fastened in place and not adjustable. On account of the hight a ladder is used to reach the upper shelves. The standards are made of pine 1¼ inches thick, faced on the edge with half-round ash molding, and are 36 inches apart from center to center. The shelves are of pine 1 inch thick and 16 inches deep, mortised into the standards. The ledge shelf is of hard wood 33 inches high from the floor and projects 16 inches beyond the shelves. It is made of pine 1½ inches thick, round on the edge and extends 1½ inches beyond the face of the drawers below. Under the ledge is a flat strip 2½ inches wide running the entire length. The space under the drawers is sealed up tight, leaving no catch-all near the floor. The cornice, ledge, shelf box and drawer fronts and standard and standard facings are of hard wood finished in oil, so that dirty hands may not soil them. If soft wood is used it may be grained and varnished or given a natural finish and varnished. Ten narrow shelves are devoted to boxes, beginning with the first shelf above the ledge. The upper four shelves are intended for surplus stock in full packages. The distance between the standards is about 35 inches in the clear, and the distance between the shelves where boxes are used is 7 inches in the clear. The size of the smaller Hardware boxes permits five and six boxes between the standards as shown in the first section. For other goods

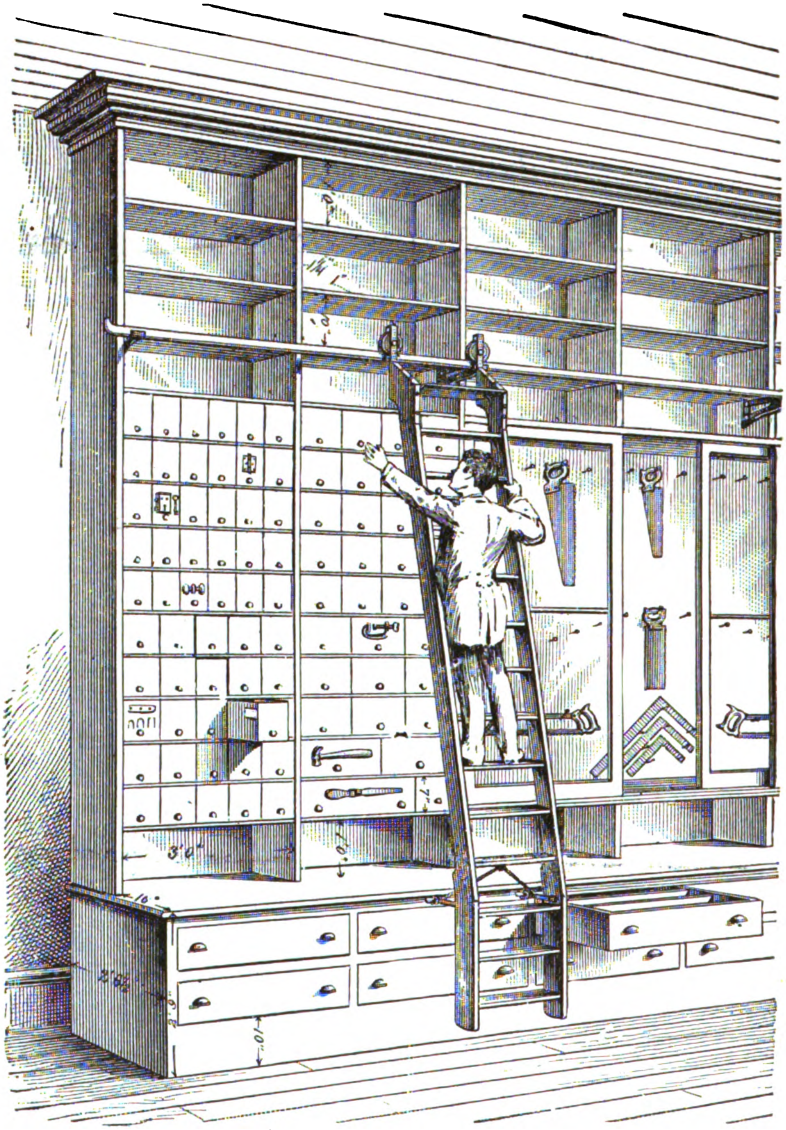


Fig. 3.—General View of Shelving.

requiring larger boxes three and four boxes are used to fill the space as in the second section.

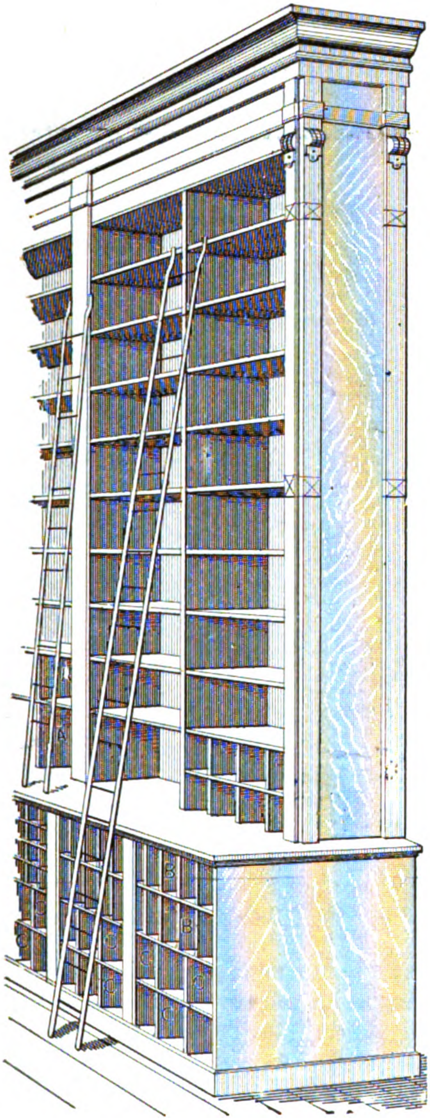


Fig. 4.—Arrangement of Shelving and Ladders.

In the shelving shown in Fig. 4 provision is made for the accommodation of a large stock of goods. The shelves are 18 inches deep except for a space of 3 feet from the floor up, where they are 3 feet deep, which gives a ledge shelf 18 inches wide. In order to reach the top shelves stationary iron ladders are used, about 8 inches wide, the sides being made of 1¼ x ¼ flat iron, and the cross pieces of ½-inch round iron. The shelving is built in sections of about 10 feet each, and the ladders are placed between each section so as not to interfere with the stock. The partitions are arranged for goods in original packages and for such articles as Mill Files, Copper Rivets and Burrs, Clout and Finishing Nails, Tacks, Screws, etc., some of the shelves having been partitioned off in the bins of sufficient size. For instance, eight sizes of Mill Files, from 6 to 14 inch inclusive, of two or three different makes are kept in about 20 bins above the ledge marked A in the cut, each bin holding from 25 to 50 dozen Files. For Copper Rivets and Burrs the bins are made to hold 50 pounds of each size, the stock of all sizes from ⅜ to 1 inch inclusive and from No. 7 to No. 12 requiring about 30 bins. Bins marked C are for Clout and Finishing Nails from ½ to 2 inch inclusive, and hold 100 pounds of each size. For Screws the bins hold from 10 to 20 gross of each size from ⅜ inch to 4 inch inclusive. Strap and T Hinges are arranged in the same manner, a bin for each size.

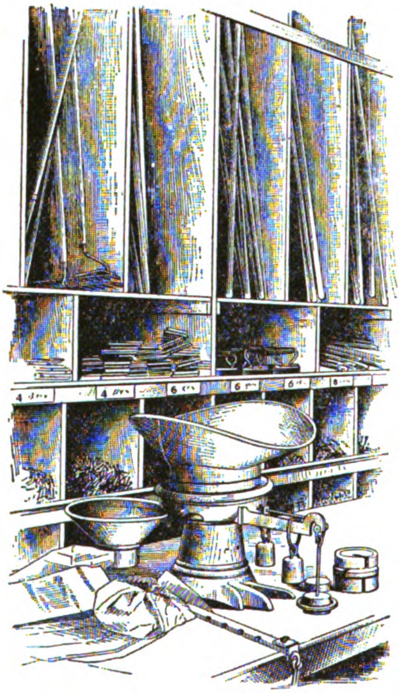


Fig. 5.—Steel Goods, Hinges and Nails.

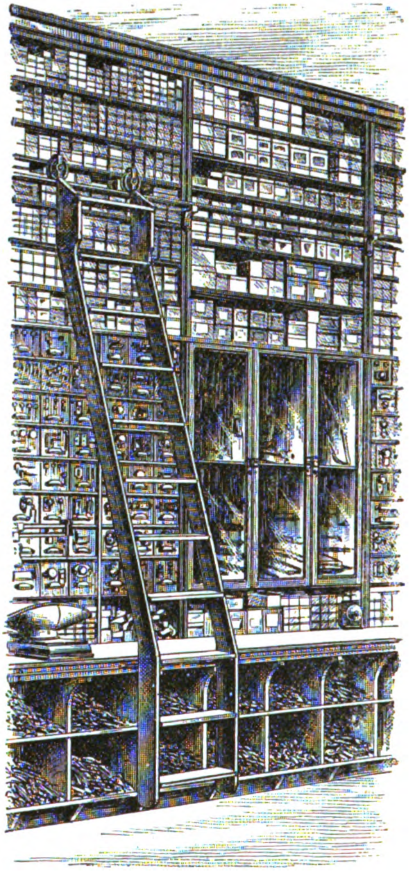


Fig. 6.—Shelving Without Counters.

A crude and cheaply constructed arrangement of shelving and bins, principally for heavy goods, is shown in Fig. 5. At the top are compartments for Rakes, Hoes, Forks, etc., under which are bins for Strap and T Hinges, Sad Irons, etc., and under these two rows of Nail bins.

An arrangement of shelving with an unusually wide ledge is shown in Fig. 6. It is used without counters. Shelf Hardware is contained in sampled boxes, and fine carpenter tools are sampled in the case with glass doors. The shelf boxes are 6 inches in hight and of various widths. They are all 16 inches deep, which admits of drawing them out 10 or 12 inches without danger of their falling. Above the Hardware boxes surplus stock is kept in original packages. The ledge extends out beyond the shelving about 2 feet, and is used as a counter. Under the ledge Nail bins extend back as far as necessary, the remaining bins being used for heavy and bulky articles. Traveling ladders provide means of access to the higher goods.

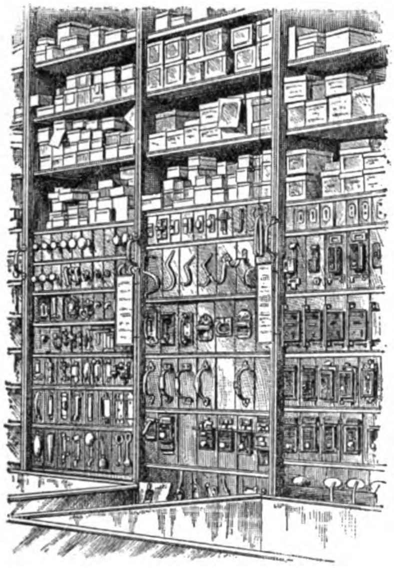


Fig. 7.—Shelving with Handles.

The shelving shown in Fig. 7 has beneath it a ledge 12 inches wide; and below this a double row of drawers and one row of bins. Between the rows of drawers is placed a narrow board 3 inches wide, which serves for a step by means of which, and with the aid of brass handles on the pilasters of the shelving, goods can be reached on the highest shelf without the use of ladders. The counters in front have frequent spaces between them, of ample width to allow customers to approach the shelving.

The shelving shown in Fig. 8 is 16 feet high, extending to the ceiling, and is 18 inches deep. It is filled part way up with wooden boxes; while the six upper shelves are devoted to stock in original packages. The shelf above the base is not supplied with boxes, but this space is utilized for Butts, Brackets, and some other heavy goods which are sold frequently and in quantities. Commencing with the second shelf are ten shelves 7 inches high and 35 inches wide, filled with boxes. The boxes are made of different widths, so that they all interchange in any section, all sections being the same width and hight. The boxes are so arranged that either six, five, four, three or two will perfectly fit the sections and can be interchanged in any manner desired. The fronts of the boxes are covered with light green paper, so that when soiled or when samples are changed they can always be made to look fresh and clean by recovering the fronts. On the right-hand side, in the front and near the center of each box, when standing in front of the shelves, a recess is cut 2 inches wide, 2½ inches long and ¼ inch deep, providing a place to tack a price card, on which can be marked the number, list, discount and selling price of the goods, as desired. The recess is cut back of the face of the box, as shown in Fig. 9, so that it is not seen from the front. This feature prevents the cards being rubbed off, as would be apt to be the case if simply tacked upon the side sur-

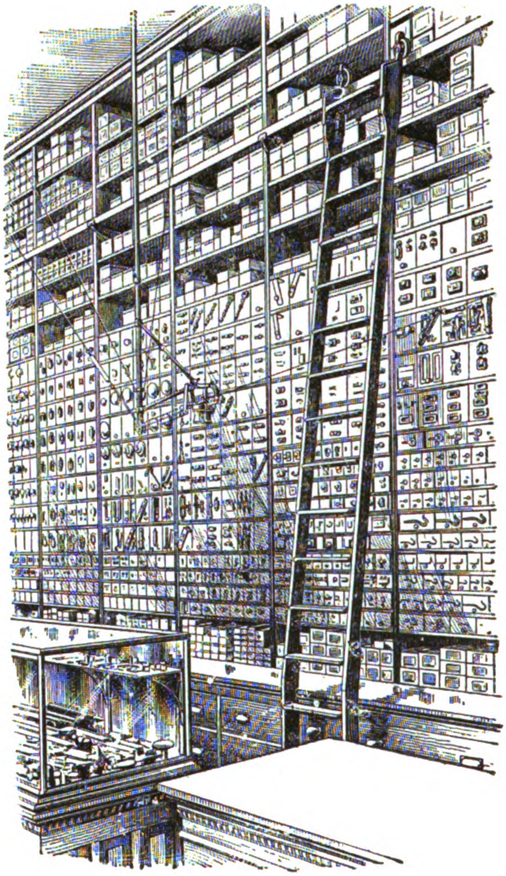


Fig. 8.—*Well Arranged Shelving.*

face of the box, and is much better than trying to mark with a pencil upon the wood. Each of the boxes is sampled, showing the goods contained in it, in as tasty a manner as possible, making an attractive display. Traveling ladders are used to reach the higher shelves. The wood work of the shelving, counters, and showcases is all of polished birch, highly finished, light and attractive, presenting an appearance equal to that of a handsome jewelry store.

An interesting section, including shelving and counter, is shown in Fig. 10. The shelving part way to the ceiling is supplied with interchangeable boxes, so that they may be moved from one shelf to any other shelf in the store and fit. Above the sampled boxes the shelving is devoted to full packages of the goods kept in the boxes below. Traveling ladders are used for reaching goods on the higher shelves. The counter has glass fronts to slide, back of which are shelves for goods. The glass in front of the counters is 18 x 24 inches in size. Experience has shown that the glass though exposed is not liable to be broken. Before supplying the counters with glass fronts that part of the counter was always considered waste room. In addition to the goods shown in the illustration, Squares, Wood and Iron Planes, etc., are similarly accommodated. The space in the back part of the counter is shelved to accommodate the class of goods that belong to that particular section of the store.

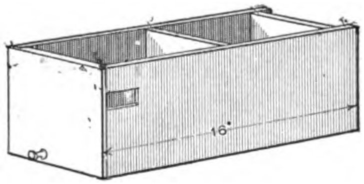


Fig. 9.—Showing Recess Cut for Price Card.

The shelving shown in Fig. 11 is arranged for House Furnishing Goods, Tinware, etc. The shelving is 16 inches wide, and in hight is 11½ feet from the floor. The ledge extends 14 inches beyond the shelving; the shelves above are spaced to suit the goods which they hold. Under the ledge are two rows

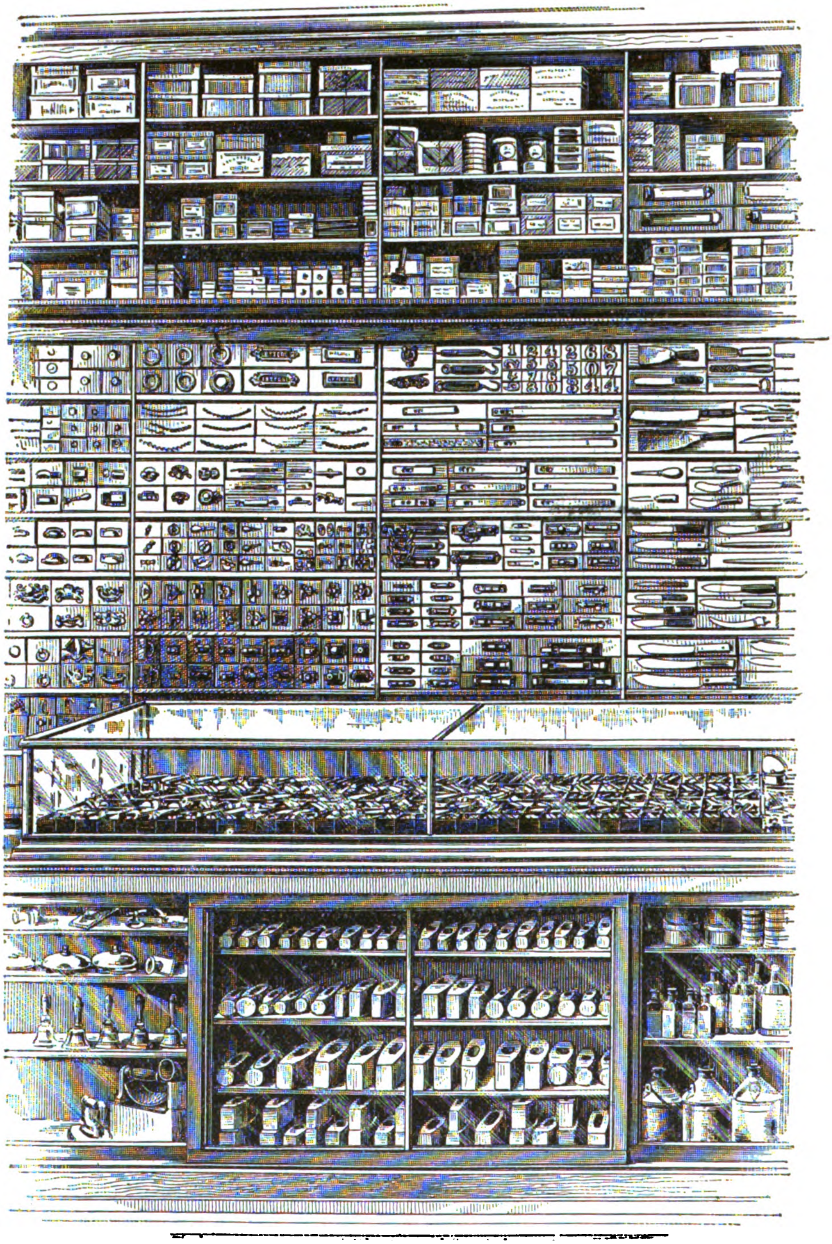


Fig. 10.—*Shelving and Counter.*

of drawers, each drawer being 30 x 36 inches. The top row is 11 inches deep and the bottom row 12 inches deep.

In view of the undesirability of the space under the ledge for storing goods on account of the dust which is apt to gather there some merchants use boxes which are made to fit close up to the top of the ledge, which are mounted on heavy double roller casters. These boxes are designed for heavy goods, and can readily be drawn out on the floor when access to their contents is desired, and can also be wheeled to other parts of the store to be filled or emptied. One upright to every two boxes is sufficient, though sometimes partitions are made at the side of each box.

Fig. 11.—*Tinware Department.*

Another frequent arrangement of the space under the ledge provides one row of deep drawers, and under the drawers a row of deep shelves with drop doors in front, which are hinged one foot above the floor. If the drawers are deep enough this is a convenient place to carry a stock of Hand Saws, with the handles at the front and the points at the back of the drawer.

The foregoing illustrations represent the most generally adopted methods of arranging the shelving along the side walls of the store. Instead, however, of having a plain base 12 or 15 inches deeper than the shelves a variety of modifications may be made in its form. One of these is shown in Fig. 12, in which it will be observed that a base shelf of about the usual width is shown, while the base itself is made much narrower on the bottom than on the top, thus permitting more floor room and making the lower shelf shallower than the one above it. In this arrangement the shelving is 14 inches deep and the ledge shelf 30 inches deep, thus extending 16 inches beyond the shelving. The shelves below are intended for goods too large and heavy for sample boxes, such as Grindstone Fixtures, Barn Door Hangers, Screw and Strap Hinges, Bench Screws, etc. The lower shelf in the base is elevated several inches above the floor, and the space below it closed by a board, as shown in the illustration, for the purpose of excluding dust and dirt, which would otherwise be liable to accumulate there. A little space is thus lost, but the cleanliness which results is regarded as amply compensating therefor.

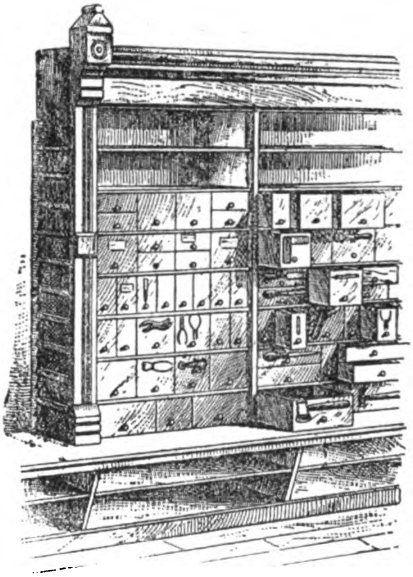


Fig. 12.—Section of Shelving.

A section of shelving with a ledge shelf 4 feet from the floor is illustrated in Fig. 13, and indicates one of the many methods which may be adopted in utilizing this space, and also gives some suggestions with reference to the subdivisions of the shelving above. A part of the space above the ledge is divided into compartments for Sand and Emery Paper and Emery Cloth. The lower part of the next section has small doors, on which are sampled Brushes, Curry Combs, etc., the stock being carried on the shelves behind. In the next section Files are kept in pigeon holes. Underneath the ledge Belting, Hinges, Nuts, Bolts, Washers, etc., are kept in shelf boxes or small drawers.

Instead of having the conventional plain base extending 12 or 15 inches beyond the shelves some merchants prefer a base constructed in the form of steps, the primary object of which is to permit access to the upper shelves without the use of a ladder. This arrangement, which is illustrated in Fig. 14, also has the further advantage of giving different depths of drawers for accommodating goods. The first step is 17 inches high, the next one 21 inches and the third 16 inches. The space occupied by the small drawers is 5 feet high, and upon each standard of this shelving are brass handles by which the salesman steadies himself when putting up or taking down goods. It will be observed that the front of the cornice is about 4 inches below the ceiling, and that the top board slants upward, so that at the wall it touches the ceiling. This board is covered with tin, the object of this construction being that in case of fire, after tarpaulin has been put up in front of the shelving, water thrown against the tarpaulin or ceiling will be thrown off by the tin-covered inclined board without injury to the stock.

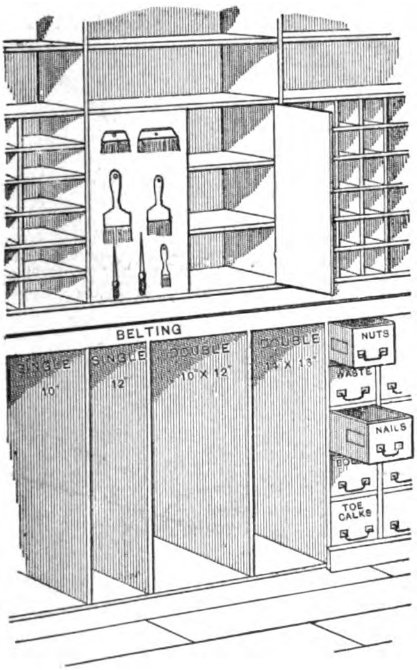


Fig. 13.—*Arrangement of Shelving.*

A similar arrangement of the base is illustrated in Fig. 15, which shows shelving and drawers for the accommodation of Picks, Axes, Hammers, Feather Dusters, Curry Combs, etc. The longest drawers, those in the lowest row, are used for Handled Axes, Picks, etc., four heavy trunk rollers being used on each drawer to facilitate their working. The second, third and fourth rows of drawers are 34 inches in length, thus leaving a ledge 4 inches wide above the lowest row. The goods carried in the drawers, which are also provided with trunk rollers, are designated in the illustration.

The bins shown in Fig. 16 are a part of a section 51 feet long, with three tiers of bins. The lower ones have sliding covers and are used for Curry Combs, Brushes, etc. The upper openings are devoted to Game Traps, Back Bands, Grub and Eye Hoes, Coal Picks, etc. The bins are on the second floor and contain stock from which to draw for retail.

The principal features in the shelving illustrated in Fig. 17 are the projecting step, movable ladder and the price and sample cards. The projection, 18 inches from the floor, is intended to be used as a step in taking goods from the shelves at such points as can be conveniently reached by this means without the aid of a ladder. For getting at the goods on the upper shelves and also at the surplus stock on the top of the shelving above the cornice, a ladder is used. The sample boards are attached to the partitions of the shelving, as are also narrow price cards which refer to the goods on the shelves adjacent.

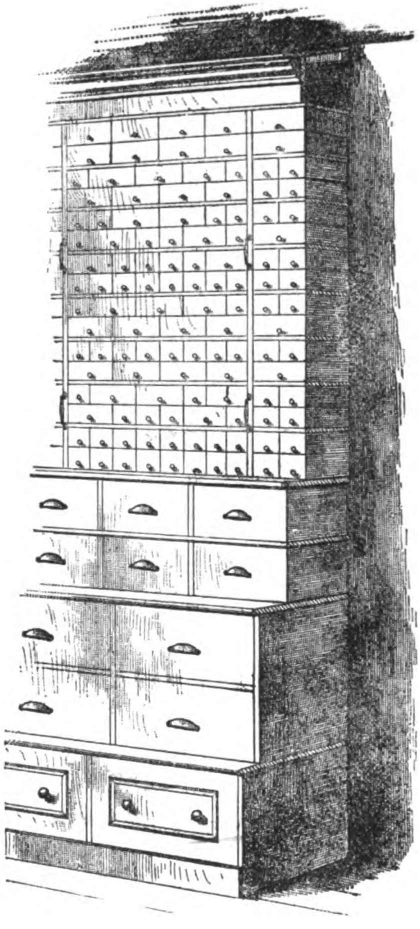


Fig. 14.—Step Shelving with Handles Above.

Fig. 18 shows another arrangement of the base of shelving, and a few of the shelves above, which is found desirable where no counters are used. The base extends out into the store about 3 feet from the wall and has a row of bins about 15 inches high, with sloping lids. Samples of the goods beneath are fastened on the lids. This arrangement obviates the difficulty of properly displaying and caring for long tools, such as Augers, Chisels, Wrenches, etc. The bins conveniently hold the goods whose samples the sloping lids display effectively, while, if necessary, the front of the bins can also be used for samples.

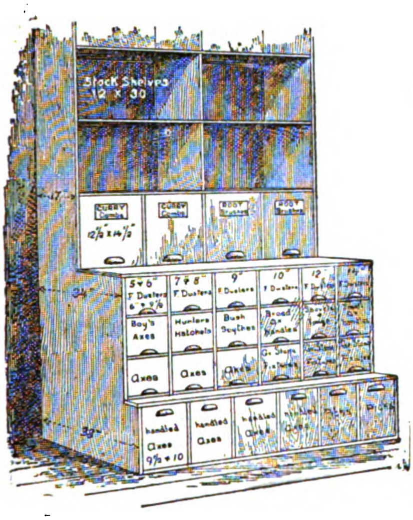


Fig. 15.—*Drawers and Shelving.*

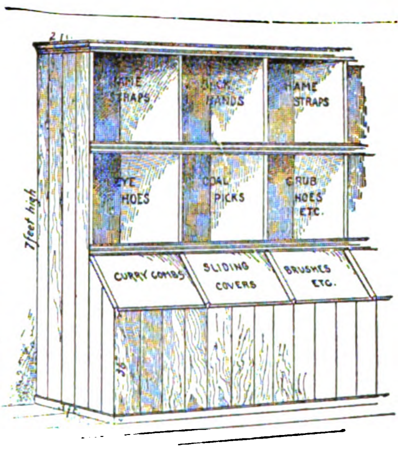


Fig. 16.—*Bins with Sliding Covers.*

Underneath the bins are two rows of long drawers on rollers, used for heavy goods, such as Strap and T Hinges. etc. The shelves above the bins are 10½ inches deep, with openings 7 x 30 inches. The five upper shelves are used for surplus stock, and below these, down to the bins, a distance of 7 feet, the shelving is filled with wooden boxes of uniform size, with the exception of the two lower shelves, upon which the boxes are only half as high as those above. To each box a sample of its contents is attached. This system extends the entire length of the room, the stock in the department illustrated consisting mostly of Builders' Hardware, the first section of the shelf boxes being devoted to Door Locks and Knobs. In the two under shelves the smaller boxes are used for Escutcheons and the smaller Lock Furniture. Then follow down the length of the store, Gong Bells, Screw Hooks and Eyes, Cabinet and Trunk Locks, Coat and Hat Hooks, etc. The fronts of the shelf boxes are covered with canary-colored paper, which gives a pleasing effect, as the paper seems well adapted as a background for the goods. The upper boxes are reached by a light step ladder, similar to the one shown in the cut. For reaching surplus stock on the higher shelves a common ladder of light construction is used, but it is not often that a hasty demand is made upon these goods.

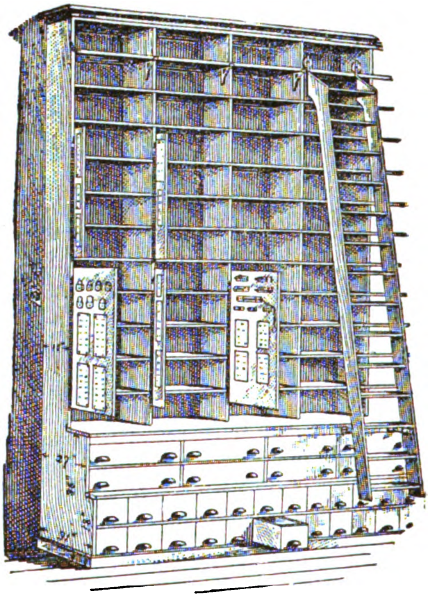


Fig. 17.—Shelving, Price Cards, Etc.

Figs. 19 and 20 represent another arrangement of space below the shelving. Bins with lids and drawers, a sectional view of which is given in Fig. 20, are thus provided. The bins have beveled fronts and sliding covers, each bin being 24 inches wide, 24 inches deep and 32 inches high at the back. They are used for Twine, Dry Paint, Kalsomine, etc. At the left of the bins, as shown in Fig. 19, a space 5 x 4½ feet is devoted to 42 wooden drawers, each 10 x 12 inches in size and 6 inches deep. These are used for Dry Paint, small Malleables, Open Rings, Links, etc. The contents of all the bins and drawers are plainly lettered on their fronts.

The arrangement of shelving shown in Fig. 21 is designed for a store without counters. The shelving is about 7 feet high with a wide ledge shelf and compartments below closed by

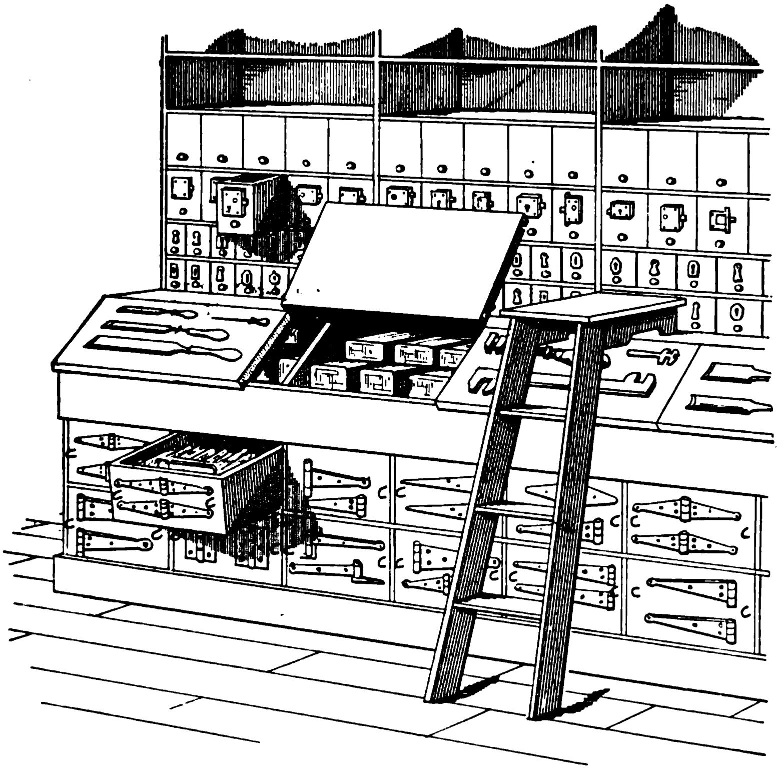


Fig. 18.—*Ledge, Shelving, Ladder, Etc.*

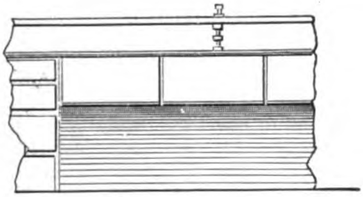


Fig. 19.—*Elevation of Bins and Drawers.*

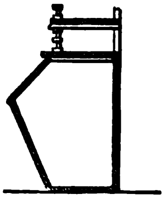


Fig. 20.—*Section of Bins.*

doors for keeping duplicate stock. The shelving in short sections is placed against the wall, with spaces 2½ to 3 feet wide between the sections, where goods are placed which cannot conveniently be contained in shelves. The shelves are supported by iron brackets. Light goods are placed on the top shelves so that they may easily be taken down.

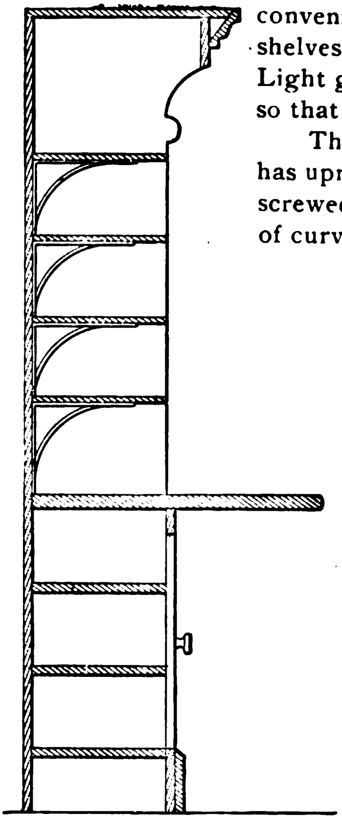


Fig. 21.—Section of Shelving Obviating Use of Counter.

The shelving represented by Fig. 22 has uprights of gas pipe, in 1 foot sections, screwed into double T-joints, so that arms of curved gas pipe can be attached as in Fig 5, Chapter XXXI. Boards of 1-inch stuff, 3 feet long by 11 inches wide, having slots sawed in the ends so that they can be slipped into the spaces between the uprights, form the shelves. This method of construction makes light and attractive shelving for miscellaneous House Furnishing Goods, and does not entirely monopolize the counter. In season the uprights are used for holding Screen Wire, as in Fig. 4, Chapter XXXI.

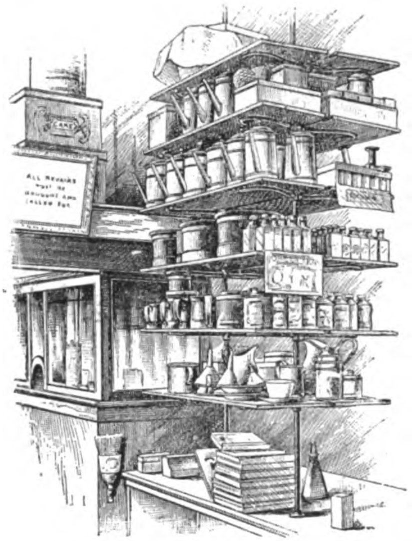


Fig. 22.—Shelving of Gas Uprights.

Much dust and dirt can be kept from shelf goods by dropping a curtain over them at night, and leaving it down until after sweeping and dusting is finished. Details of an arrangement of shelving with curtains in front are shown in Figs. 23 and 24. A 2-inch conductor pipe, well soldered, and plugged at the ends, is run through the shelf standards back of the frieze. A pulley is fastened to one end, which is connected with another pulley, lower down, by an endless chain, as in Fig. 23. Referring to the illustration, Fig 24, A is the roller, B is a piece cut out of the standard so that the roller may be taken out if necessary, and C C screws for fastening the roller. The frieze board is hinged at D. The shelves drop back 1½ inches to allow the curtain to be raised and lowered without catching on the samples. The lower pulley is fastened to a board having slots so the chain may be tightened, and this board is in turn fastened to the inside of the standard. The curtain is fastened to

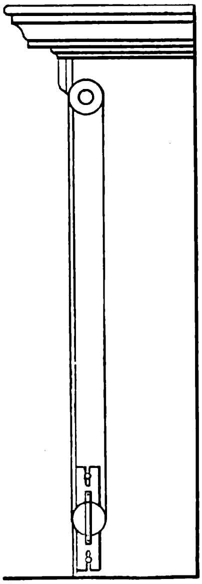


Fig. 23.—Curtain in Front of Shelving.

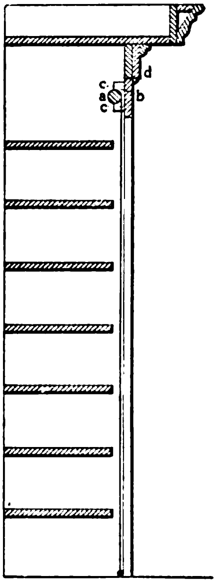


Fig. 24.—Sectional View of Shelving, with Curtain.

the conductor pipe roller, which has pins in the end upon which to revolve. The curtain is raised or lowered by means of the endless chain.

A home made traveling ladder is shown in Fig. 25, for reaching the high shelves. At the top of the shelving there is a strip of 1¼-inch pine 4 inches wide, extending the entire length of the shelving; and to this is fastened barn door track. From a pair of 4-inch hangers running on the track is suspended a frame of wood reaching down to the third shelf from the top. The frame is provided with two stay rollers, one at each side just under the wooden strip, to prevent friction in case the frame tilts to either side. At the lower end of the frame are two stationary casters, which run on the edge of the shelf; and on the front of the frame are two handles. The ladder is attached to the bottom of the frame, where it begins to slant to the floor, the bottom being supplied with two truck casters.

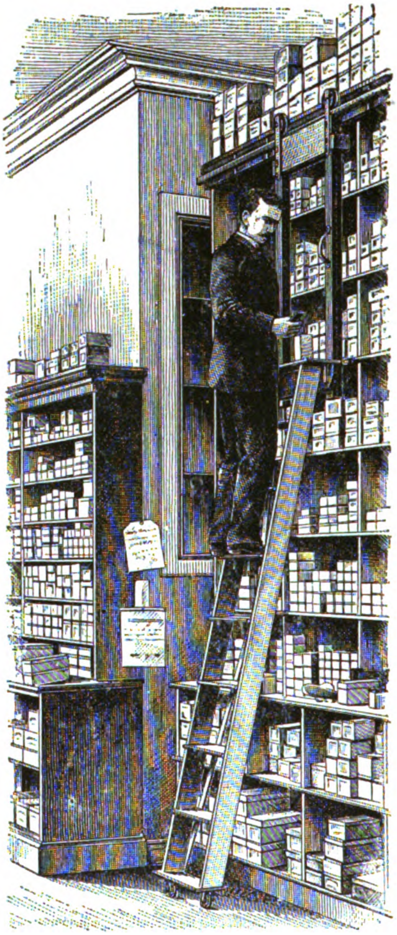


Fig. 25.—High Shelving and Ladder.

Uniformity in the arrangement of the goods on the shelves should characterize the entire stock, so that the salesman should not be in doubt, when going to the shelving for goods, whether sizes run from left to right, from the top down, or from the bottom up It is generally considered the best practice to have the smallest size or number to the left of a section, increasing in size toward the right. There is some diversity of opinion, however, in regard to the arrangement of goods that fill more than one section of shelving. Two arrangements of loose pin butts for the second section are shown in Fig. 26 ; one in which the sizes above 3 x 3½ inch begin at the top and run down, the other in which 3½ x 3½ is put at the bottom and the larger sizes above.

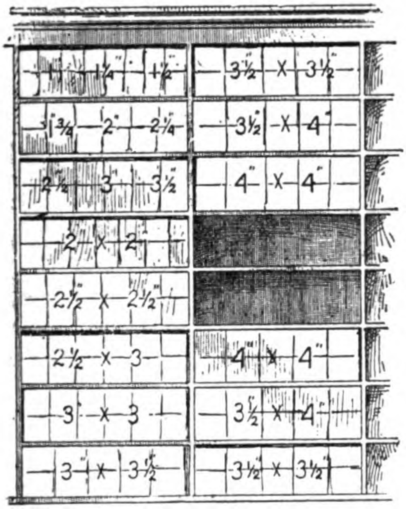


Fig. 26.—Arrangement of Goods in Shelves.

In connection with this subject it is interesting to notice the plan for keeping track of duplicate stock, as indicated in Figs. 27 and 28. All goods possible are kept in wooden boxes on the shelves, each box sampled. Many goods are slow of sale during a part of the year, while during other seasons they are in almost daily demand For instance, in some parts of the country, at one time in the year five dozen Hungarian Nails may be an ample stock, while four months later a hundred and fifty dozen are kept on hand. For want of space it would be impossible to have boxes large enough to accommodate the full stock. Hence duplicate stock is kept in numbered shelves and a duplicate stock card, Fig. 28, is kept in the box on the shelf containing these goods. The shelving is numbered as in Fig. 27, and the space used for duplicate stock is utilized according to the requirements of the season all the year round. With such a system any odd place may be used, and the merchant or salesmen can lay their hand on the goods at any time.

The finding of duplicate stock may also be facilitated by having the sections of shelving numbered or lettered, and the number or letter of the section in which duplicate stock is kept noted opposite the prices on the sample board, or with the prices, when marked on the shelf boxes. This is also an aid in taking inventory and in locating stock when in doubt as to where some article may be found.

A large manufacturing concern have arranged the basement of their warehouse with tiers of bins, two sections of which are illustrated in Fig. 29. The tiers are numbered at the ceiling, and each bin is also numbered. An account of the goods is kept by bins, so that it is known that a certain number of Lock, for instance, will be found in section 9, tier 3, bin 7. The heavier goods are placed in the sections along the side walls, and the lighter ones in the sections between, thus properly distributing the weight over the floor. The sections on both sides and the upper bins are made available by the use of traveling ladders.

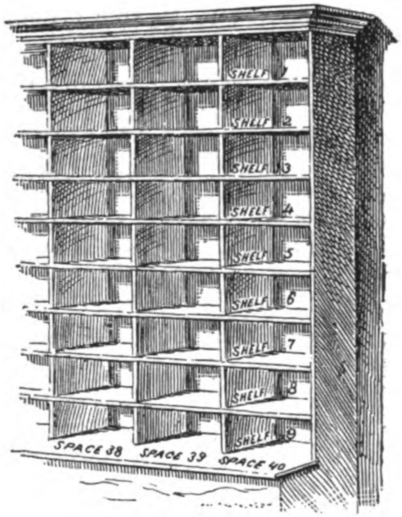
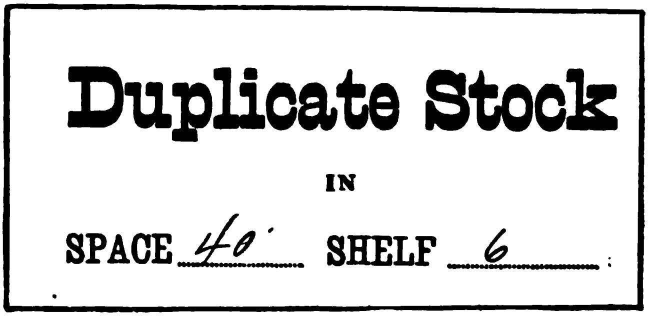


Fig. 27.—Method of Numbering Shelves.



Duplicate Stock

IN

SPACE 40 SHELF 6

Fig. 28.—Duplicate Stock Card, Full Size.

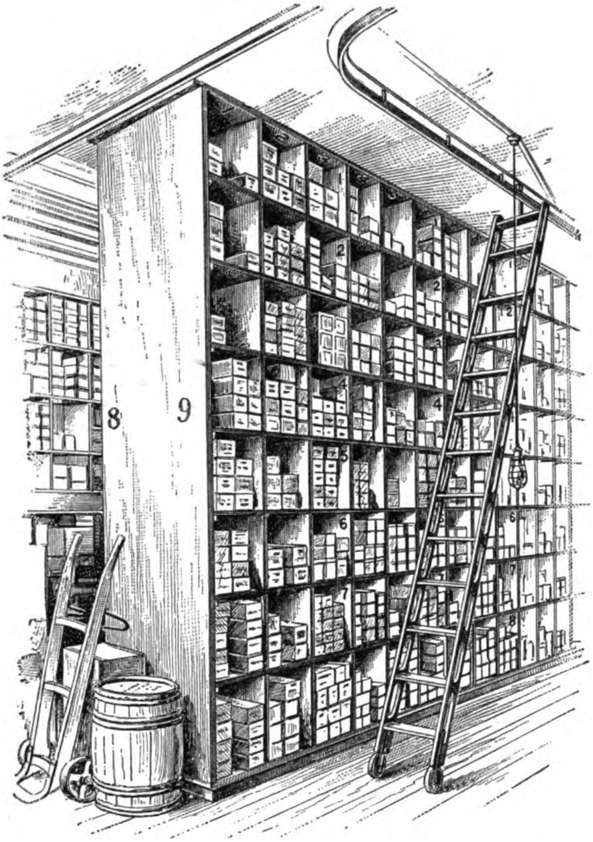


Fig. 29.—Bins in Basement.

Hanging Shelves.

In some stores it is found more desirable to use hanging shelves in place of those constructed in the usual way. This is especially true where bulky goods are to be stored and where it is not desirable to have the shelving extend to the floor. By this means the upper portions of some of the walls can often be utilized as a background for shelves, thus permitting floor room to be devoted to other purposes, the shelves being at a sufficient hight to be above the heads of salesmen and customers. A method of constructing such shelving is shown in Fig. 30. These shelves are 24 inches wide and come down within 5 feet of the floor. The shelves are intended for Tinware and House Furnishing Goods and the space beneath is occupied by Cook Stoves on wooden platforms with casters.

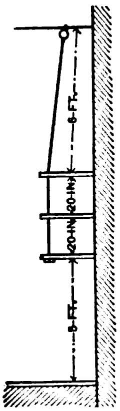


Fig. 30.—Section of Shelving.

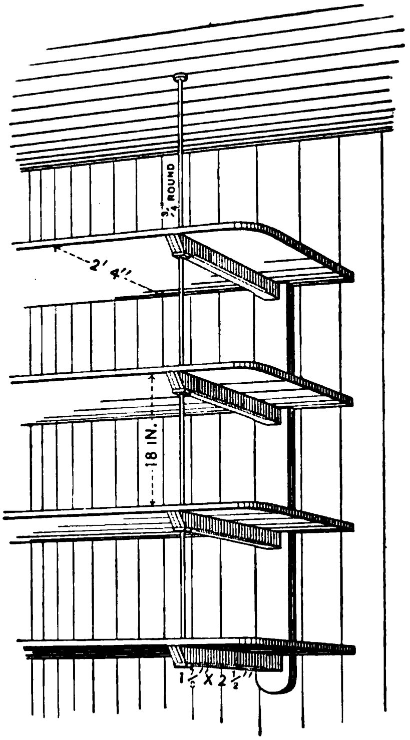


Fig. 31.—Hanging Shelves.

In Fig. 31 a simple and inexpensive construction of hanging shelves is shown, designed especially for carrying a stock of Tinware, Enameled Ware and similar goods. The shelves are supported by ¾-inch iron rods, the lower ends of which are furnished with strong heads, the upper end of each rod screwing into the joists of the ceiling. The cross pieces are 1⅞ x 2½ inches, and are mortised into the support attached to the wall. The outside end is slotted in from the edge about 3 inches to admit the rod, and the piece cut out is fitted back into the slot, making a neat finish. The end of the cross piece rests on a closely fitted nut, which in turn is held by a piece of wire running through a small hole bored through the rod directly under the nut. The rods are about 6 feet apart, the shelves 2 feet 4 inches wide, 20 inches apart and 1⅜ inches thick, with rounded edges. It is obvious that the same principle of construction can be applied in making a double sided shelf to hang in the middle of the store.

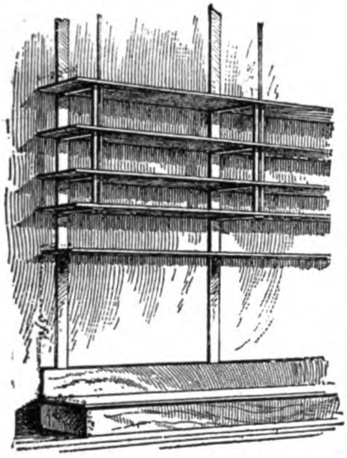


Fig. 32.—Shelving and Platform.

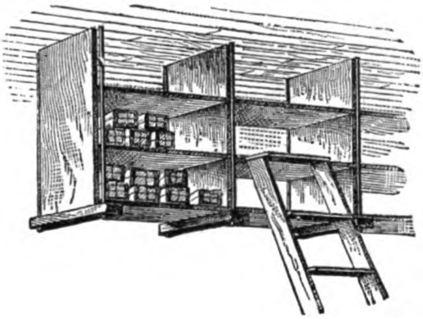


Fig. 33.—Hanging Shelving.

A method of arranging hanging shelves with a platform on the floor is illustrated in Fig. 32. The shelves, which are 22 inches wide, are supported from the ceiling by iron rods 8 feet apart, and below them 5 feet above the platform is a narrower shelf 12 inches wide and held up by brackets. To reach the upper shelves a traveling ladder is used. These shelves are intended for Tinware, Enameled Ware and similar goods, the upper shelves being used for Wash Boilers, large Cans, Toilet Sets, etc. The platform on the floor is 12 inches high and 30 inches wide, and upon it Cook Stoves are placed in winter and Refrigerators, Churns, Screen Doors and other seasonable goods in summer.

A method of constructing hanging shelves away from the wall so that they are accessible from either side is shown in Fig. 33. The shelving, part of which is represented in the illustration, is 30 feet long, 3 feet high and 2 feet wide. It is supported by 24 rods run through the joists, the lower ends of the rods passing through 2 by 4 inch cross pieces. The shelves are used for Hardware in original packages and are accessible by means of a ladder from either side.

CHAPTER IV.

Galleries.

A gallery or platform in front of the shelving and from 6 to 8 feet from the floor, supported either from above or from below, has become one of the recognized conveniences of Hardware stores. The platform is sometimes extended along both sides and the rear of the store, and is reached by a light stairway or ladder located at some convenient point where valuable room is not encroached upon. Such an arrangement gives accommodations for keeping a large quantity of goods in a comparatively small store, and is referred to by some experienced

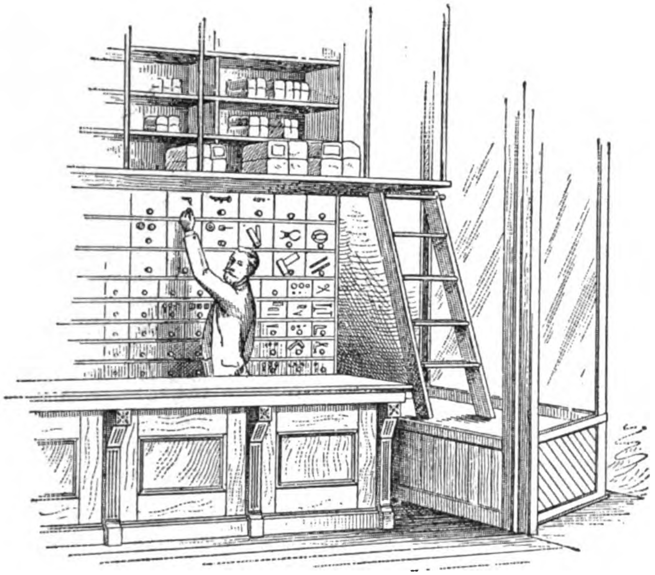


Fig. 1.—Arrangement of Gallery.

Hardwaremen as more available than a second story. With high ceilings it certainly utilizes room advantageously and gives the impression to customers of a well stocked establishment.

There are many methods of constructing galleries and arranging the stairs or ladders by which access to them is secured. The general width of galleries is from 3 to 4 feet. They may be supported from above by iron rods passing through the joists or upon brackets or pillars from below. Hanging the platform from above is, however, generally considered the most desirable plan. A railing of some kind along the front is a necessity and may without much expense be made of gas pipe, iron rods or woven wire. A more attractive railing will often be desired in a handsomely fitted store, as it is in prominent view. The shelving to which the gallery affords access can be arranged for surplus stock, or used for storing goods too bulky to put on the lower shelves. The gallery railing may be used for advertising cards and signs calling attention to particular lines of goods, and samples may also be attached to it, thus securing an effective display.

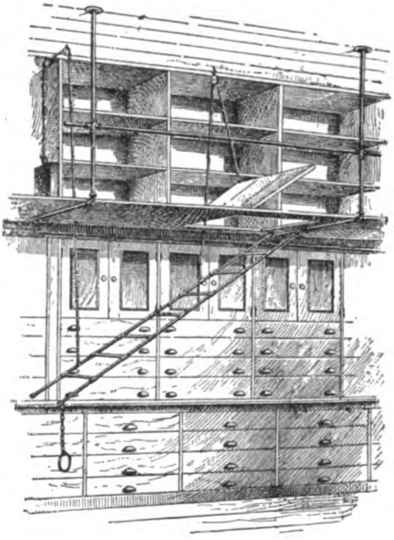


Fig. 2.—Arrangement of Gallery.

The gallery shown in Fig 1 is reached by a ladder from the window, a somewhat unusual location for it, but its use in this case is referred to by the merchant who has adopted this plan as being justified by convenience, and in view of the fact that the ladder is painted white with the firm's name in black letters on the upright facing the window. The shelving above the platform is used for duplicate stock, and is not provided with shelf boxes or drawers. On the opposite side of the store where Tinware is kept a similar arrangement is adopted. Between the rods which support the platform are wires, not shown in the cut, to which samples of Tinware are attached by hooks. On the outer edges of the platform Bird Cages are hung, making a fine display and placing them within arm's reach without the use of a pole to take them down. The galleries extend out into the store as far as the inner edge of the counter below.

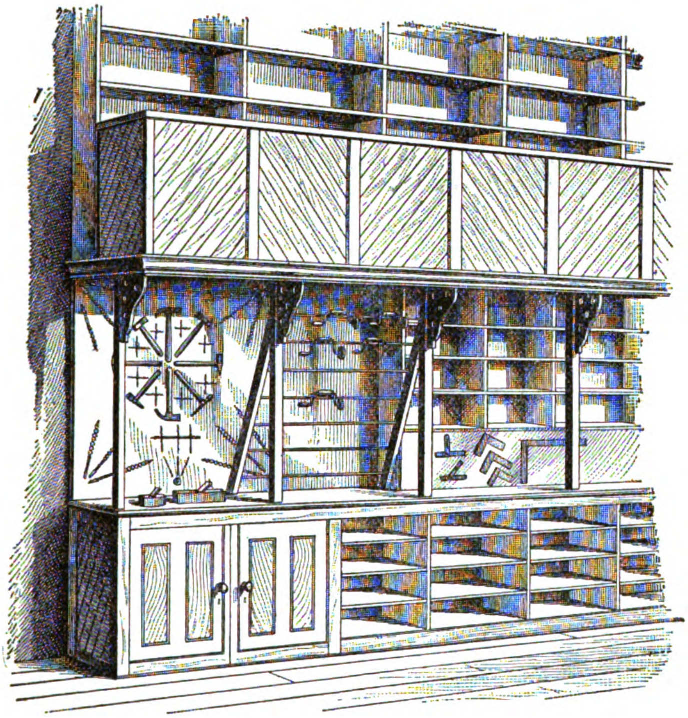


Fig. 3.—Section of Gallery and Shelving.

The special feature of the gallery shown in Fig 2 is the arrangement of the ladder and trap door. When the ladder is not in use it draws up under the gallery and by means of a ring and cord fastened to the ladder it is readily pulled down when required, an operation which simultaneously opens the trap door. The weight by which the trap door is operated is out of sight in the rear of the shelving, and is attached to a cord running from the bottom of the ladder over pulleys in the ceiling. The gallery extends around the entire store and the shelving runs from the floor to the ceiling.

In Fig. 3 a gallery is illustrated supported by uprights resting on the ledge shelf. The bottom of the gallery is 7 feet from the floor and 4 feet from the ledge. This department of the establishment is devoted to Tools, to samples of which two sections of shelving are given up. The ledge is 2 feet wide and is used for the display of Planes, Mallets, Levels, Hatchets, etc. On the wall space Hammers, Bits, Chisels, etc., are exhibited Between two of the inclined supports or braces of the gallery seven iron rods are placed, which furnish a rack extending from the back of the ledge to the bottom of the gallery, on which Braces and other articles may be displayed. This arrangement permits a unique and effective use in connection with the exhibition of samples. It will be observed that the gallery has a solid front, a construction which while it may have some disadvantage as excluding light from the shelves upon it has the advantage of concealing the lower shelves from view, and of affording an excellent opportunity for the display of placards, signs and samples.

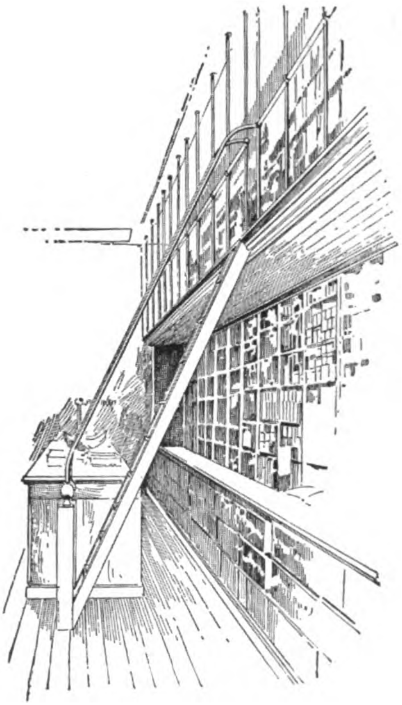


Fig. 4.—Gallery and Steps.

Fig. 4 represents a gallery which runs the entire length of the shelving and extends 26 inches beyond the shelves, thus allowing for a walkway wide enough to reach the goods above.

The gallery is reached by steps, as shown in the cut, which are about 36 feet from the front of the store, and also by stairs at the rear of the store, with a pipe hand rail running the entire length of the gallery. The shelving both below and above the gallery is 18 inches deep, while the space between the gallery and the ledge is 5 feet 8 inches, allowing a man of ordinary hight to walk on the ledge without stooping.

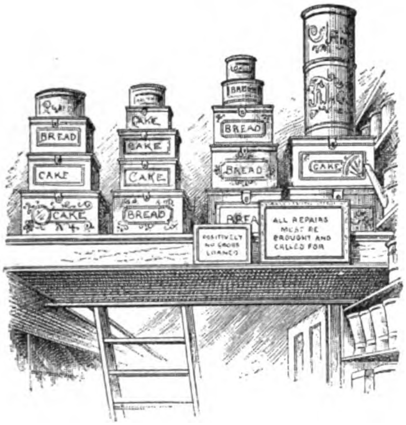

BREAD
CAKE
CAKE
CAKE
CAKE
BREAD
BREAD
BREAD
CAKE
ALL REPAIRS MUST BE BROUGHT AND CALLED FOR
POSITIVELY NO GOODS LOANED

Fig. 5.—Portion of the Gallery.

The portion of the gallery shown in Fig. 5 crosses the store about midway from front to back, and connects the galleries which extend along both sides of the room. Access is given by a step ladder, as shown in Fig. 5, the top of the ladder being hinged to the platform of the gallery. A rope passes from the bottom of the ladder through a pulley in the ceiling across to another pulley at the side of the room, where a weight is hung, this acting as a counterbalance to keep the ladder suspended out of the way when not in use. The joists of the main galleries which extend along the sides of the store are 6½ feet from the floor, and are supported partly by the walls of the building and partly by gas pipe rods from the ceiling. Heavy screw hooks are screwed into the ceiling joists, to which pieces of ½-inch gas pipe are attached by means of chandelier hooks screwed on the end of the pipe. Each pipe passes through the platform of the gallery and has a gas fitters' floor flange screwed on the bottom, so that it can be tightened if necessary. The gallery thus built is referred to as rigid and secure.

The gallery represented by Fig. 6 is 5 feet wide, with a railing to which samples of Plows, Cultivators, etc., are fastened. There are 30 bins on the gallery along one side of the store, 2 feet wide, 2 feet deep, and from 3 feet 8 inches to 8 feet high. The bins are used for holding Forks, Shovels,

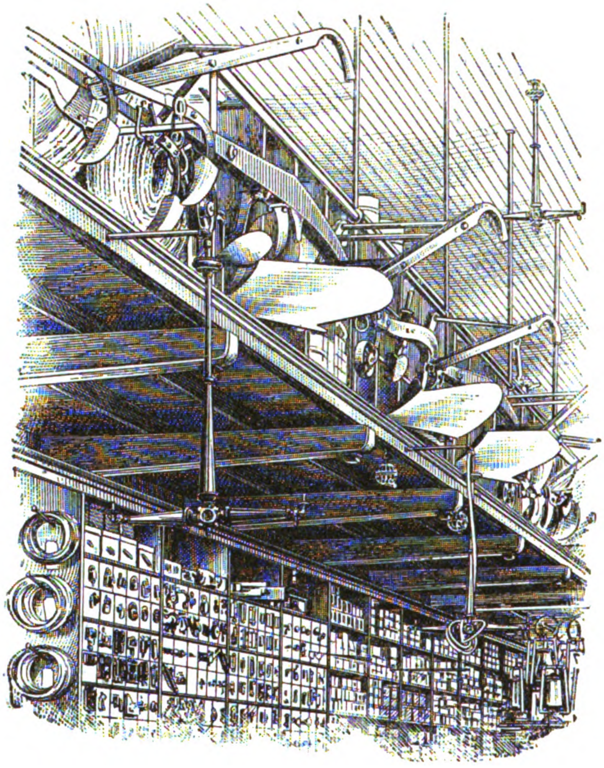


Fig. 6.—Gallery above Shelving.

Spades, Steel Rakes, etc., as shown in Fig. 7. Bins are dispensed with on the gallery at the other side of the store, and in their place Refrigerators, Butter Boxes, Churns, Poultry Netting, etc., are kept. Access to the gallery is gained by stairs at the rear of the store, as the gallery crosses at this point and connects the two side portions. At the head of the stairs Farm Bells are sampled, as shown in Fig. 1, Chapter XLI.

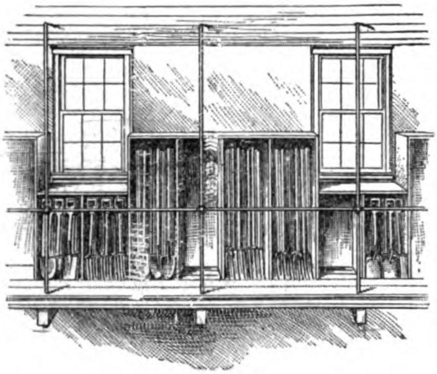


Fig. 7.—Bins on Gallery.

CHAPTER V.

Elevators and Cranes.

Elevators and cranes facilitate the handling of goods to such an extent that a home made one is preferable to none at all. They are, however, put on the market in such a variety of styles and at such a wide range of prices that a merchant will usually find it better to purchase one ready made from the manufacturer than to attempt to construct one himself. If, however, he should prefer the latter course it is quite feasible for him to make one at a comparatively small expense. This is illustrated in the case of a merchant in a small town who was in need of an elevator, and for the purpose of obtaining one visited an adjoining city. The price at which one suited to his purpose could be procured was, however, more than he desired to pay, and he conceived the idea of making one himself. With this end in view he visited several stores and observed the manner in which elevators were made and managed. On his return

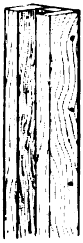


Fig. 1.—Elevator Guide.

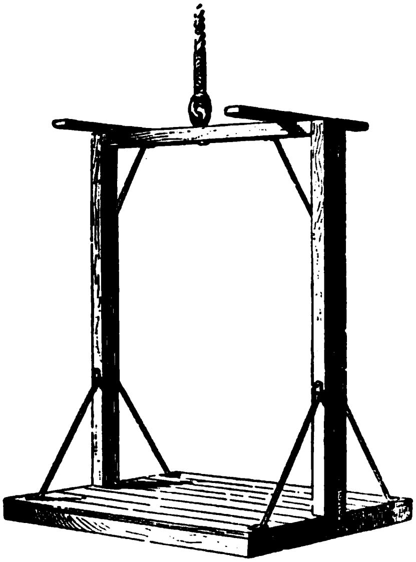


Fig. 2.—Elevator.

home he drew up a plan and, with the aid of a carpenter, proceeded to carry it out. He first selected some gearing out of a mower from the scrap heap; then made a drum 3 feet long, and a bull wheel 5 feet in diameter, and two stationary guides out of 2-inch hard wood, bolting them well together, as shown in Fig. 1. The center piece was 3 inches wide, and the outer ones were 4½ inches, leaving a groove 1½ inches deep for the platform to be drawn up and down in. To avoid friction, the tongue on the platform was cut out all but about 1 foot on the top and bottom, as shown in Fig. 2, and sash rollers were set in to keep it in position. The connecting irons on the platform cost comparatively little and made it sufficiently strong to carry a ton with safety. In making the brake, Figs. 3 and 4, an inch iron bench screw was welded to a long arm, and a drum made upon that for a rope to run over, one end of the brake

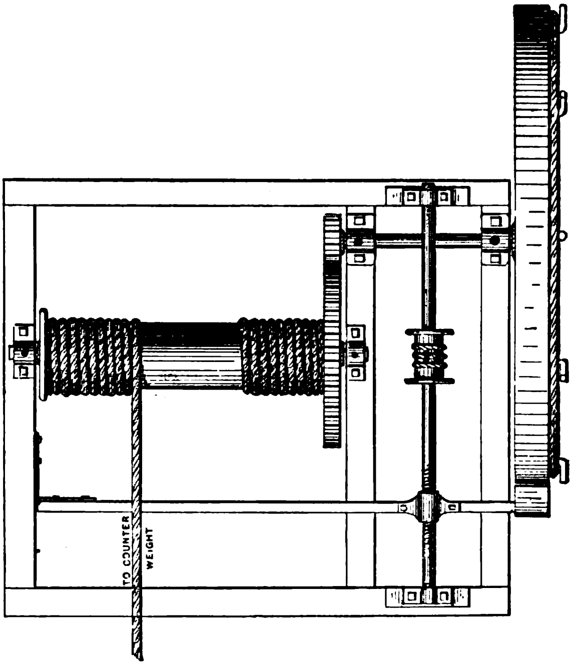


Fig. 3.—Plan of Hoisting Apparatus, Top View.

being held by a strap hinge. The brake worked on the bull wheel, and readily stopped and held the elevator, even with a full load.

It will be observed that the 5-16 inch manila brake rope goes over the drum on the brake three times, with a staple driven in the middle to prevent any slipping. The rope then passes over a pulley on the lower floor by a guide to keep it in place and in order. The uprights to the platform, Fig. 2, are 7 feet long, and the platform 3½ x 4½ feet. The cross bar to which the rope is attached has two cross pieces to catch and take up the hatchway cover, Fig 5, of the floor above. The lifting rope passes through the center of this cover, which is kept in place by guides in the same manner as the platform. Hence, when the platform is down the hole is covered, and no

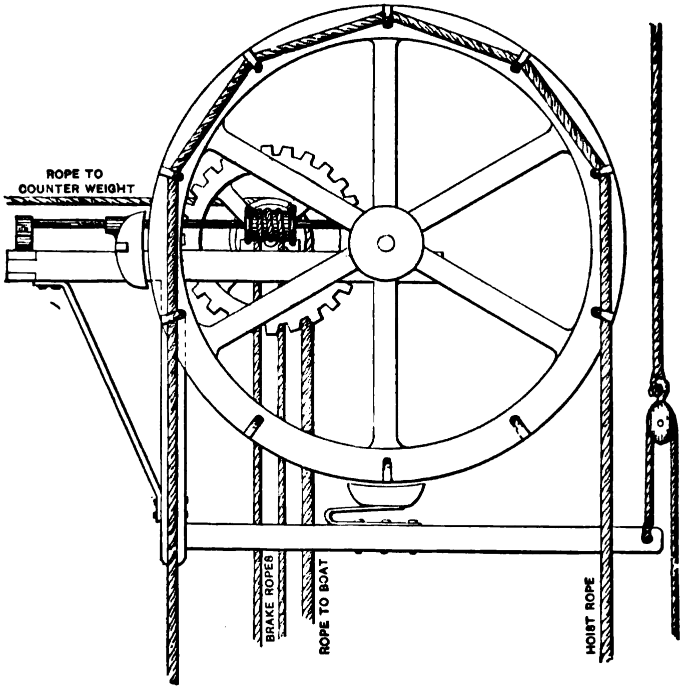


Fig. 4.—Side View of Hoisting Apparatus.

one can step or fall through. To the main drum that draws up the platform, Fig. 3, a rope is attached which runs to the rear end of the store, and there a counter weight is attached weighing about 280 pounds. The weight consists of a box 1 foot square on the bottom, 3 feet long, filled with fine scrap iron, and runs in guides on two sides. Thus weighted the platform goes up with little assistance and is kept steady and is prevented from falling. When the platform is going down loaded the weight obviates the constant application of the brake. A difficulty was, however, encountered, inasmuch as when the elevator was loaded the screw brake was found unsuitable, as it would either stop the elevator altogether or allow it to run too fast. A leather was accordingly put upon a trap spring so arranged as to be drawn by a rope against the under side of the bull wheel, as shown in the cut, an arrangement which worked satisfactorily. The elevator thus constructed is described as being so well under control that a boy eight to ten years old can manage the heaviest Range on it.

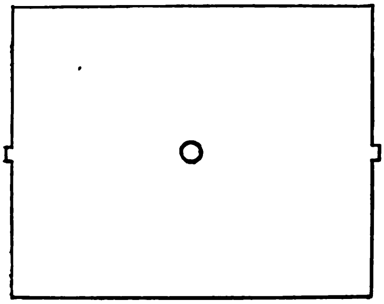


Fig. 5.—Hatchway Covering.

A home made device for protecting the elevator shaft at the different floors is made in the shape of a fence, 3 feet 6 inches in hight, of strips of dressed pine. On the sides of the shaft used as an entrance to the elevator the pickets are bolted to cross pieces so that as they ascend, until on a perpendicular, they stand edge to edge out of the way, leaving the two sides of the shaft unobstructed.

An unusual arrangement in the way of combined stairs and elevator is shown in Fig. 6. The car with a counter weight runs on rails placed at the side of the stairway. The rails are of iron and flat, planted on the stair stringers. The front or inner part of the rail is ¾ inch wide by ¼ inch thick, and is screwed on the top of the stringer, and the second part is 1 inch square and is screwed on the outer top, forming a rebate in which the rollers run. The size of the deck of the car is 4 x 5 feet, but on stairs not having a pitch of more than 30 degrees the car may be lengthened to 7 or 9 feet. The pitch of the stairs, however, should not exceed 40 degrees, and the less pitch there is the easier obviously will be the operation of the elevator. When the car is not in use the platform forms the floor or landing at the foot of the stairs, the truck being extended far enough so that when at rest the platform will be flush with the floor.

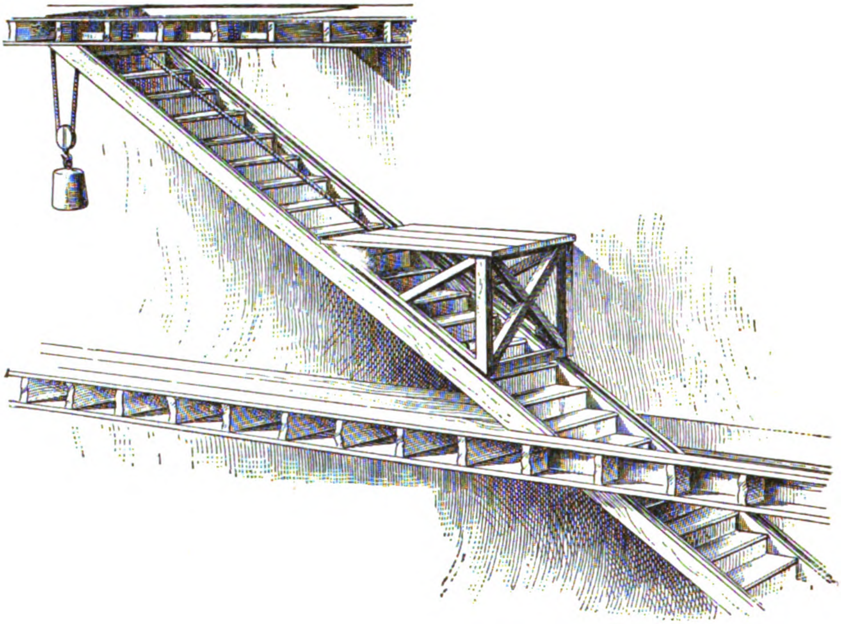


Fig. 8—Combined Stair and Elevator.

The car is raised or lowered by means of a windlass or set of pulleys. Those who have used this contrivance refer to it as working satisfactorily, and mention as one of its advantages that a load can be elevated much more easily than if the lift were direct.

An elevator opening from the first floor to a side street will be found very convenient, and will result in saving much labor in handling heavy goods. The doors should be double and as wide and high as the space will permit. If this arrangement is supplemented by a crane it will be found a great addition. For such a location the crane shown in Fig. 7 is adapted. This crane has a timber standard, 7 inches square, the ends of which

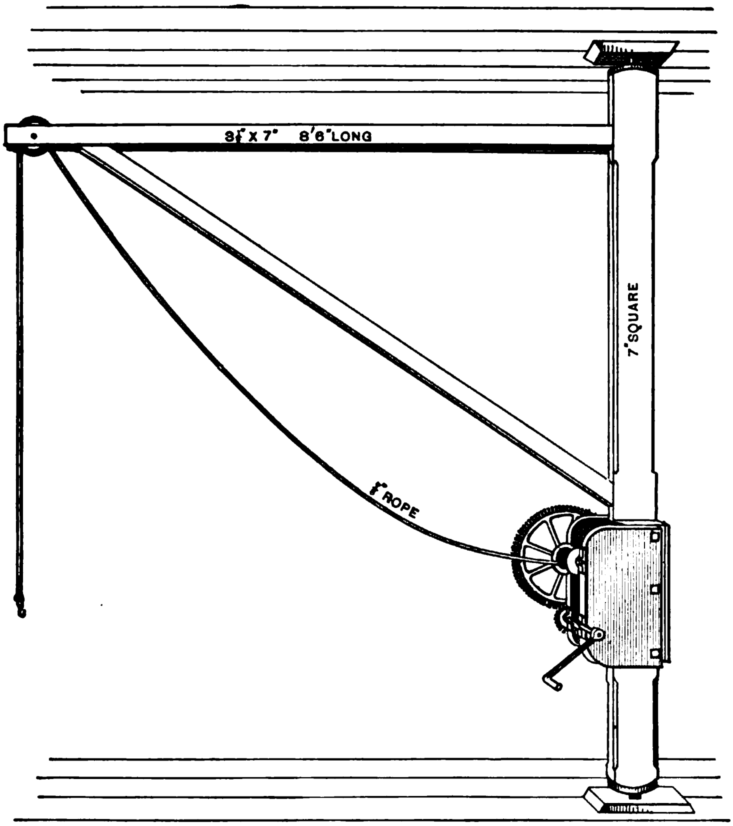


Fig. 7.—Crane.

are rounded and bound with iron bands to keep them from splitting. It is attached to the floor and ceiling by 2-inch iron pins. The arm is 8½ feet long, 7 inches wide and 3½ inches thick, having at the outer end a 7-inch wheel over which the rope passes. The rope drum is 7 inches in diameter, 12 inches long, and the wooden sides with which it is connected and by which it is supported are 3 inches thick by 8 inches wide, held in place by lag screws. The large cog wheel is 20 inches in diameter and the small one 4 inches. The brace supporting the arm is 3 inches thick and 6½ inches wide. The crane is so placed that it swings to the center of the opening. With this arrangement the heaviest Cook Stove or Base Burner can readily be lifted and transported from the elevator to the wagon, or *vice-versa*.

A small crane, adapted to galleries or hanging platforms, is illustrated in Fig. 8. It is inexpensive in construction and convenient for raising small Stoves, Plows or other goods from the main floor to the platform or in lowering them from the platform to the floor.

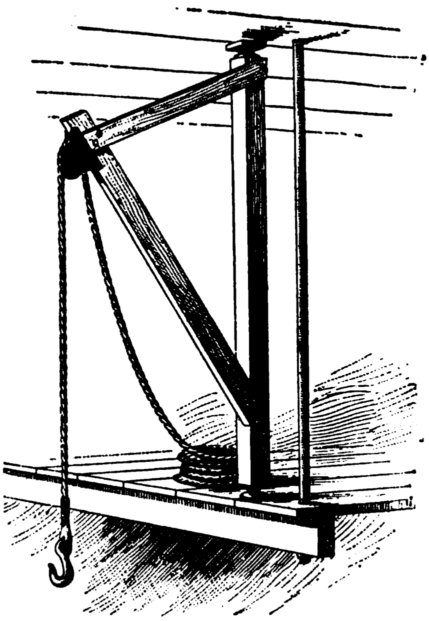


Fig. 8.—*Crane for Stoves, etc.*

In Fig. 9 an elevator is shown which is worked by hand power, and runs from the basement and sub-basement to the first floor. The shaft is inclosed by doors, and the elevator affords a convenient means for bringing to the first floor goods which have been gotten out below and also for taking stock down stairs to be placed on the shelves.

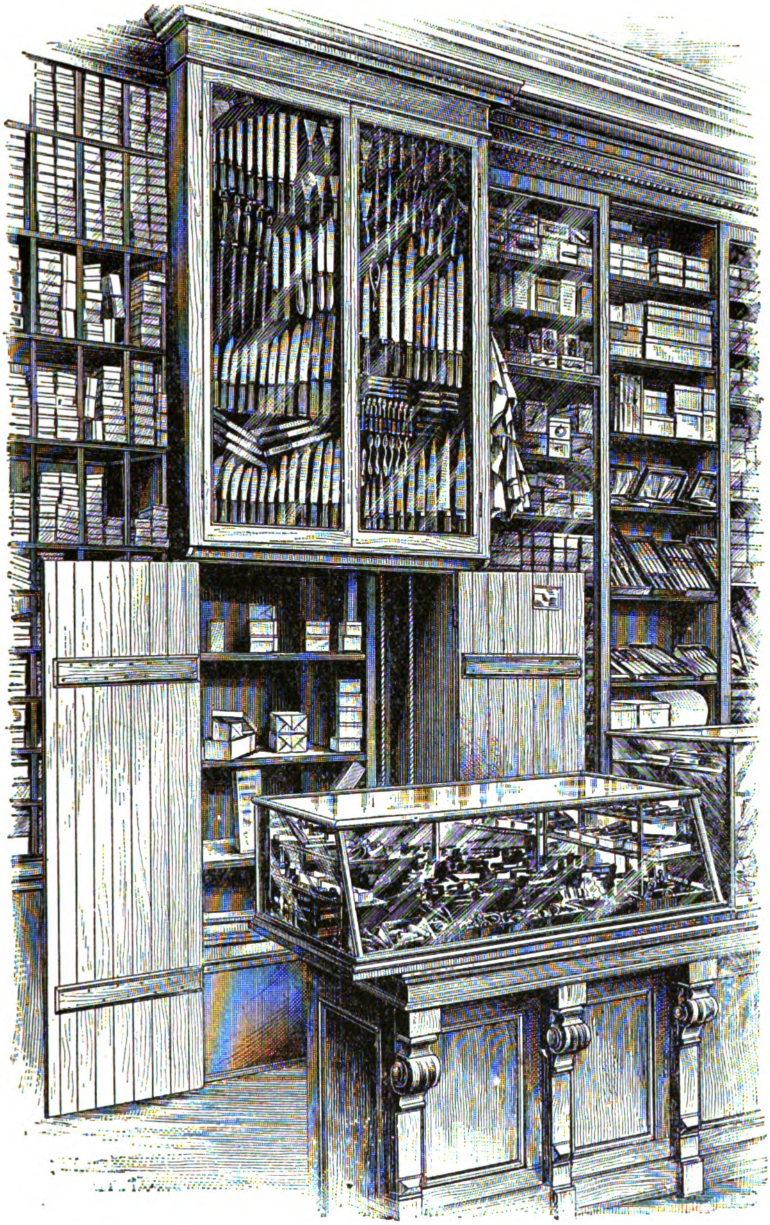


Fig. 9.—Elevator from Basement.

CHAPTER VI.

Show Windows.

The primary object of windows is to give the necessary light to the interior of the store, and the advantages of having them so constructed as to give an abundance of light are obvious. At the same time they serve a very useful purpose for the display of goods, attracting special attention to the articles exhibited and also in a pleasant and effective way to the whole establishment. It is therefore important to have the windows so arranged as to permit of an attractive and varied display of different lines of goods which are carried in stock. The question of store fronts and show windows is, however, not always in the control of the merchant, especially if the store is rented, but a reasonable landlord will often be disposed to meet the views of the tenant in such matters.

Show windows 5 to 6 feet deep and as wide as the frontage will allow are as a rule more desirable than smaller ones. The depth of the windows may be divided, having, for example, 2 or 3 feet in front of the door line, and the balance taken from the space inside the store. While carrying the windows back 3 or more feet into the store may seem to be sacrificing too much valuable space, it will be found, if good use is made of it, that it can be utilized to no better advantage. It is desirable also to have the plate glass in front and at the side of the windows carried down to within 2 feet of the sidewalk, as a much better display of goods is thus secured than if the floor of the window were higher.

In this connection it may be remarked that having glass panels in the bottom of the front door as well as in the top has been found very satisfactory, the effect being to give a very light, airy appearance to the front of the store. First impressions might condemn this arrangement, and the prediction be made that the glass in the bottom panel would be liable to be broken. In one case, at least, where the door was so constructed it has been in use for several years without breaking a glass during the whole time.

If an old store front is being replaced by a more modern one the discarded front may sometimes be used to good advantage by placing it above the new one in the second story. An excellent place is thus secured to display large and bulky goods, such as Fodder Cutters, Corn Shellers, Churns, Washers, Willow Ware, Sleds, Wagon Wood Work, Stoves, or whatever line of goods of this character it is desirable to keep before the public at different seasons of the year, while at the same time it affords additional light in the room. The novelty of a glass front in the second story tends to attract attention to it and thus bring the goods and the establishment to the notice of the public.

The interiors of show windows are susceptible of various changes in arrangement, the diversification of which may be accomplished to an indefinite extent by the use of temporary or movable stands, shelves, etc. These may take many different forms, as may best suit the space at disposal and the fancy of the person who has the window dressing in charge. Whatever devices are used should be proportionate in size to the window; not large enough to dwarf the window or to detract from the appearance of the display, yet of sufficient size to show the goods to the best advantage. It is not necessary to go to much expense in the construction of such devices upon which goods are to be shown, as the wood work will be covered with cloth, plush, velvet or other suitable material of appropriate color. A series of steps rising from the front or from near the front to the rear of the window are adapted to the display of various lines of small articles. The tread may be 6 inches wide and the risers 4 inches high, or about in this proportion. Articles may be placed on the steps and other goods sampled between them on the risers. The steps may be given a circular or semicircular form, or they may be made to face both front and side glasses, rising at an angle and terminating at the wall and the back of the window. Pyramids and cones form good surfaces to attach samples to, and may be made of almost any size and hight desired. Shelves on brackets attached to the side wall in the window make more permanent fixtures, and may be used to advantage whatever arrangement the goods may be given on the floor of the window. Glass shelves either on metal standards or suspended by wires or light chains can be used advantageously for carrying small tools and other articles, and offer little obstruction to the view of goods shown below, while they have the further advantage of not excluding much light from the store. The appearance of glass shelves may be enhanced by narrow gilt stripes, parallel with and near the edges. To attract the continued attention of customers and passers-by any one arrangement of window dressing should not be allowed to remain too long. If because of the labor and time expended it is not desirable to change the entire arrangement in a week, a few new articles may replace some that have been on exhibition and the arrangement of the other goods may be changed so as to give the display an entirely new appearance. Stands, steps, etc., need not be destroyed after once using them, but may be stored away for future use. With new coverings and different goods and other methods of arrangement they will usually appear to observers as new after they have been out of sight for two or three months.

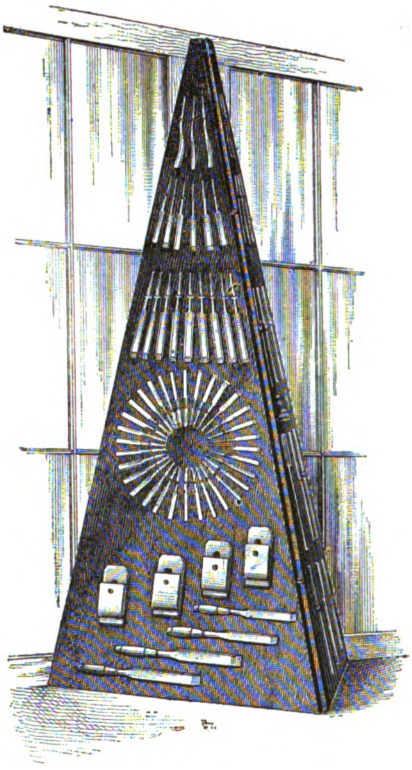


Fig. 1.—Show Window Pyramid.

A form of pyramid suitable for a show window, as well as for other places in the store, is shown in Fig. 1, the illustration representing it as seen from the street resting against the sash at the back of the window. Several such pyramids may be used with effect, the whole window space being devoted to them. Tools and miscellaneous articles can thus be exhibited to advantage. The pyramid illustrated is 6 feet high, made of wood, ½ inch thick, and tapers nearly to a point at the top. For convenience in rearranging the display the sides of the pyramid are held together with flat brass hooks and eyes, and should be given a thin coat of corrosive sublimate to prevent moths from destroying the covering, especially if it should be of woolen material. Where the window is occupied by such pyramids they should be placed at equal distances from each other, enough of them being used to occupy the entire length of the window, larger tools of various kinds being laid on the floor, so as to give the window the appearance of being well filled. In addition to the tools shown in the illustration such articles as the following lend themselves easily to an artistic arrangement in such displays: Screw Drivers, Awl Handles and

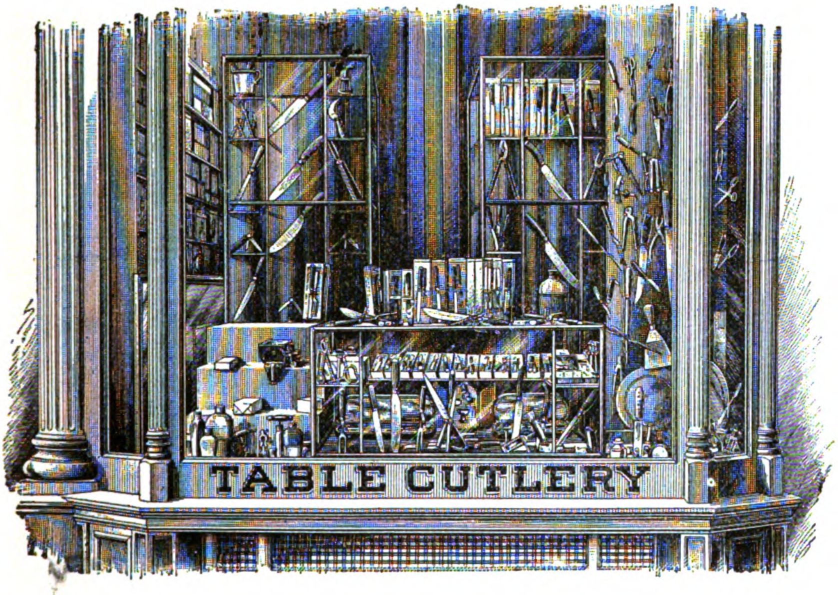


Fig. 2.—Arrangement of Show Window.

Tools, Spoke Shaves, Rules, Mortise Gauges, Saw Sets, Trammel Points, Try, Bevel and Steel Squares, Pliers, Pincers, Punches, Dividers, Curling Irons, Mattress and Packing Needles, Plumbs and Levels, Plumb Bobs, Tape Measures, etc. If full lines of the goods are shown, including the various varieties and sizes, the impression of a large and well assorted stock is made upon the minds of the passers-by.

A show window of generous proportions devoted to Cutlery is shown in Fig. 2. The wall surface at the left is shelved and filled with attractive goods. At the back of the window are two upright showcases, in front of which is a smaller case, all filled with samples. At the left of the smaller case are steps, covered with dark material, on which goods are sampled. All the space is utilized to the best advantage, even the pillar in the corner of the window, which is shown in more detail in the next illustration.

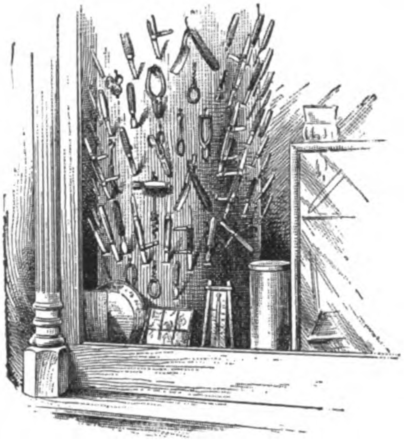


Fig. 3.—Enlarged View of a Pillar.

An enlarged view of the pillar is given in Fig. 3, from which may be obtained an idea of the manner of thus exhibiting samples. The pillar is first covered with sheets of cork, over which plush or cloth is stretched. Different classes of Cutlery require different kinds of treatment to show them to the best advantage. The blades of Pocket Knives can, of course, be stuck in the cork, while Scissors, Cork Screws, Razors and many other articles must be hung on small nails or pins.

The view of the window shown in Fig. 4 is from the inside of the store, which is located on a corner, giving ample room for an elaborate display. The window is not inclosed, allowing an unobstructed view of the goods exhibited from the inside as well as from the outside of the store. The radiator is between the end of the window and the main aisle of the store, which prevents to a great extent customers meddling with the goods displayed. The corner post of the store is incased, and utilized for displaying Guns, Revolvers, Dog Collars, Saws,

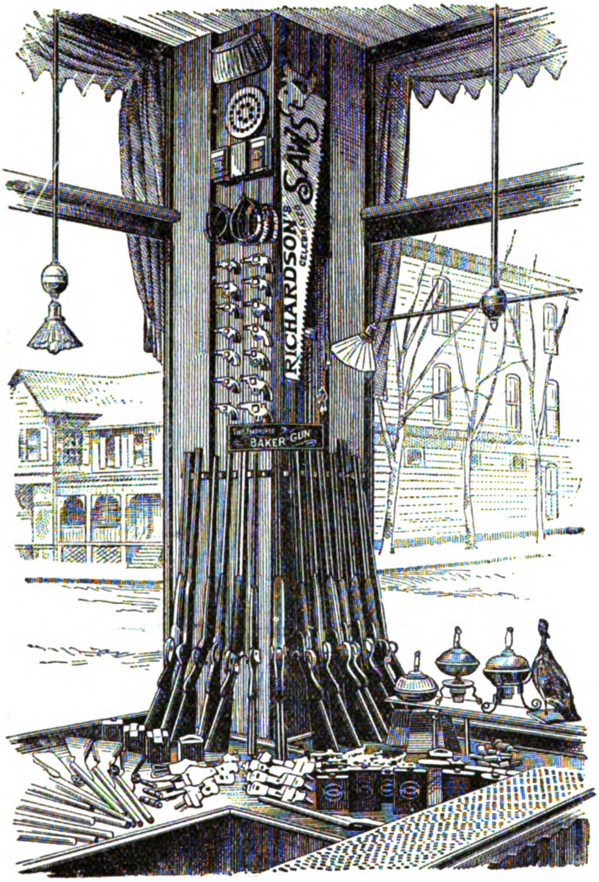


Fig. 4.—Show Window.

Chains, etc. Light is unobstructed in its entrance and the entire arrangement of the window gives a cheerful and inviting air to the front of the room.

Fine tools are among the articles for window displays that are always attractive to men in general and mechanics in particular. If these are arranged in words or geometrical or pictorial designs their interest and effectiveness are much increased. Such arrangements as require a considerable outlay of time may be made on the side wall of the window or on boards covered with cloth, as shown in Fig. 5, thus allowing them to remain on exhibition for a length of time. If the display gives the name of the firm, as in the illustration, a double purpose is served

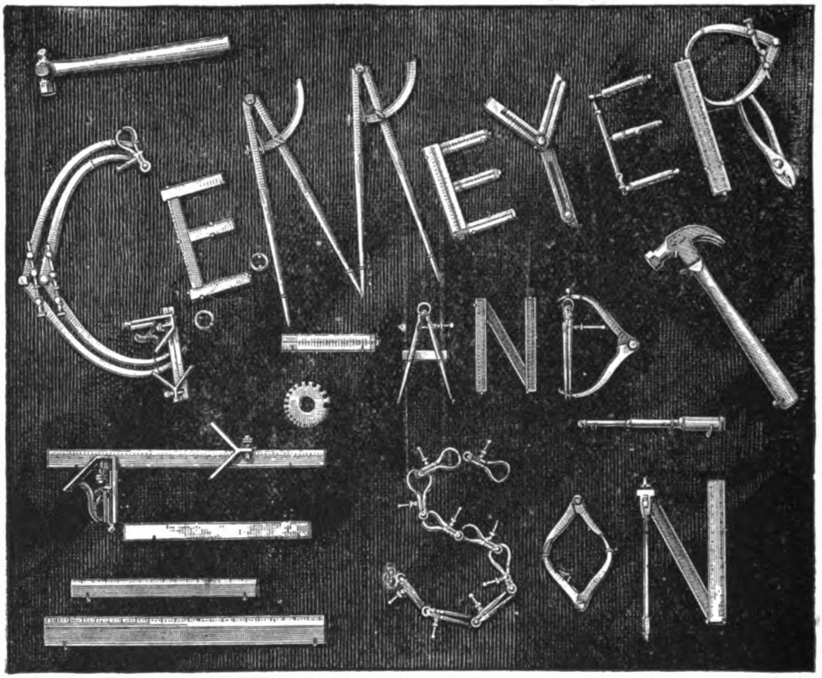


Fig. 5.—*Window Display.*

A window which was arranged during the World's Fair is shown in Fig. 6, and is naturally suggestive of the way in which attractive window designs may be arranged for special celebrations and for such occasions as call unusual crowds to the town. Everything used in making this design except the background was directly connected with the Hardware and Metal trades. The hull of the ship was of Sheet Lead, the sails of Building Paper, the masts of Tin, the rigging of Copper Wire and the water of Green Wire Cloth. A Cross Cut Saw formed the top of the picture with Coil Chain looped beneath, in the center of which was suspended a small Anvil. The word "Columbian" contained Chain, Dog Collars, Coil Springs, Rules, Scissors, Safety Chain, Wire Nails, Drawer Pulls, Escutcheon and Rose, Carpenters' Pencils, Hog Ringer and Bit. The wheels on either side were made up of Fish Lines on blocks and in hanks, with Reels in the center. It is hardly necessary to add that a window showing enterprise and

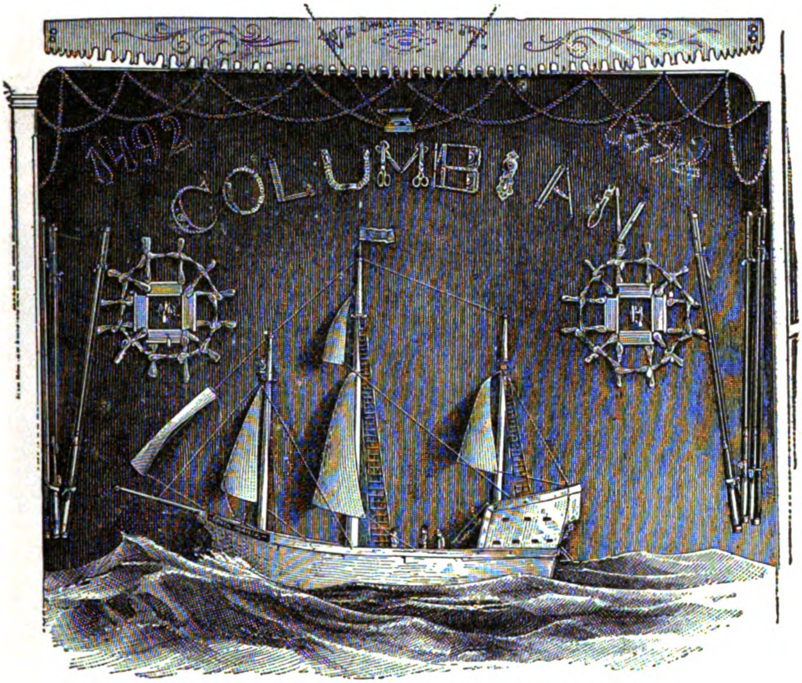


Fig. 6.—Columbian Window Dressing.

ingenuity arranged in an elaborate design will attract a great deal of attention and favorable comment.

The display of Tools shown in Fig. 7 may be made with good effect on boards covered with black canton flannel. A feature of this design is the arrangement of Tools in entire lines, as Screw Drivers, Augers, Scissors, Chisels, Hammers, Hatchets, etc.

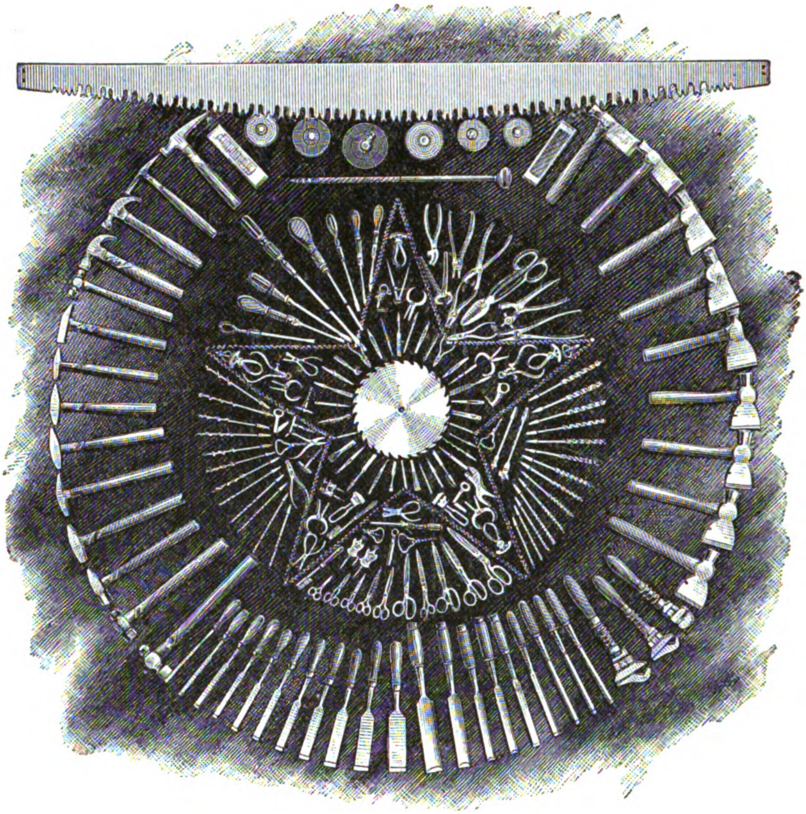


Fig. 7.—A Show Window Display of Tools.

A window display adapted particularly to the winter season, where a large double show window is available, is illustrated in Fig. 8. The horse and sleigh may be constructed, as shown in the cut, of articles found in a stock of Hardware and House Furnishing Goods, in the following manner: The floor of the window is covered with material to represent snow, producing the effect of a winter scene. The body of the horse is made by building a frame of wood about the shape of a horse, putting barrel hoops around it, and then covering it with the various articles. In this case the head is made of a Funnel Coal Hod, with Oven Door Rosettes for eyes and inverted Funnels for ears. A Pudding Mold forms the lower part of the mouth and a pair of Scissors and two Hanging Lamp Hooks comprise the Bit. The neck is a Flour Bin, and the body is covered with Tea Pots, Dinner Pails, Sweepers, Crumb Brushes and Pans, Tin Gem Pans and such other articles as will cover the frame. A pair of Potts' Sad Irons were used as terrets for the lines to pass through, the lines being of 1-inch Hoop Iron. For legs, Levels and Planes are used, these being lined on the inside with Scrub and White Wash Brushes. The tail is formed of Brush Brooms wired together. The sleigh runners are two Plow Handles, with four Clothes Wringers for standards. An inverted Sewing Table and Lap Boards form the sides, front and back, and Molding Boards are used for the bottom of the sleigh. On the seat an Oil Heater is placed, with a Pan with Tinners' Trimmings soldered to the bottom to represent the face. Conductor Pipe and Elbows form the arms, and Garden Hooks are used for the hands. Two Drain Cleaners are used for thills and a Shovel forms the cross bar, with Hoop Iron or Ropes for tugs.

The Cutlery window display shown in Figs. 9 and 10 is an attractive one, and may be used to good advantage when it is desired to call particular attention to this line of goods and to stimulate trade in Cutlery, Scissors, Spoons, etc., especially during the holidays.

The bird here shown stood about 3 feet high above the foundation upon which it rested, was 3½ feet from beak to the tip of the tail, and measured 7 feet from tip to tip of the wings. Fig. 9 represents the view from the street, while Fig. 10 shows the reverse side and the method of construction. The frame was made up of two full sized polo or shinny sticks, set at the proper angle, the inner ends being secured in a Bench Vise.

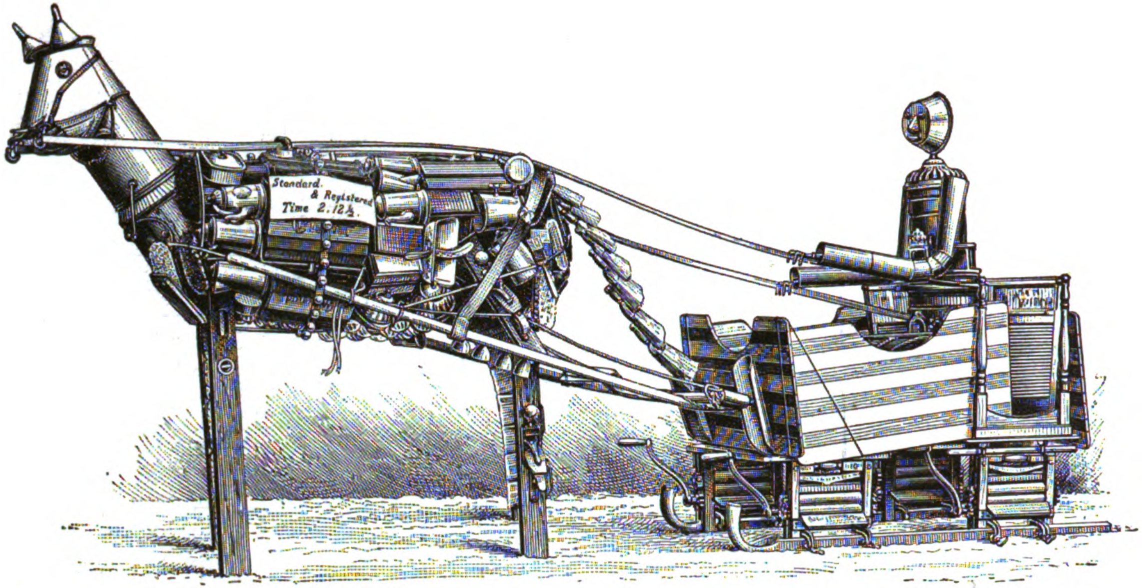

Standard & Registered Time 2.12½.

Fig. 8.—A Unique Window Display.

The foundation of the body and legs was formed of two pieces of plank 3 x 6 inches in size, 12 inches long, one placed on the top and the other under the Vise, and bolted together with ¾ x 16-inch Machine Bolts, one at each extreme, the Bolts forming the foundation for the legs. To the polo sticks was fastened poultry netting of 1-inch mesh, formed as nearly as possible to the shape of wings, and to the under side of the wings was fastened every style of Knife kept in stock. The Knives were secured in place with fine Copper Wire. The body and neck were covered with Pocket Knives of different sizes, woven to-

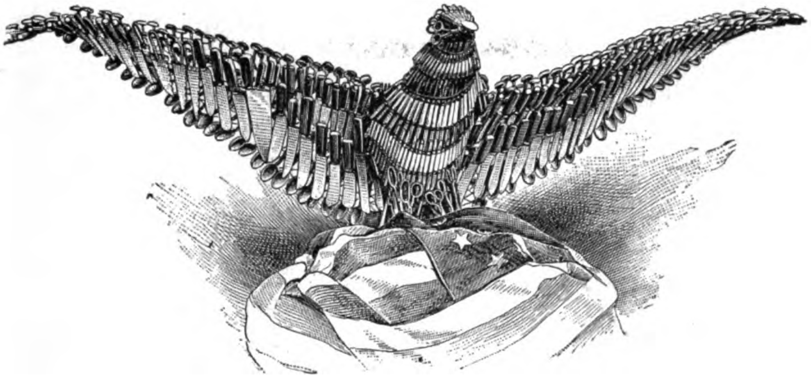


Fig. 9.—The American Eagle.

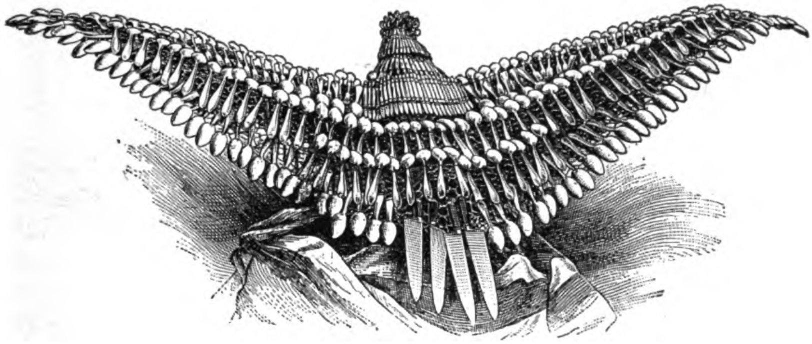


Fig. 10.—Rear View of Eagle, Showing Frame and Construction.

gether with cord and then tied on to the frame. The beak was formed of small Embroidery Scissors and two Teaspoons. For the tail, large sized French Cook Knives were used, and the top of the wings were covered with Tinned Teaspoons woven into the netting. The legs were covered with Shears and Scissors, using different sizes to give them the proper shape. The foundation upon which the bird stood was covered by an artistically draped American flag It is obvious that a similar arrangement would answer for any season of the year.

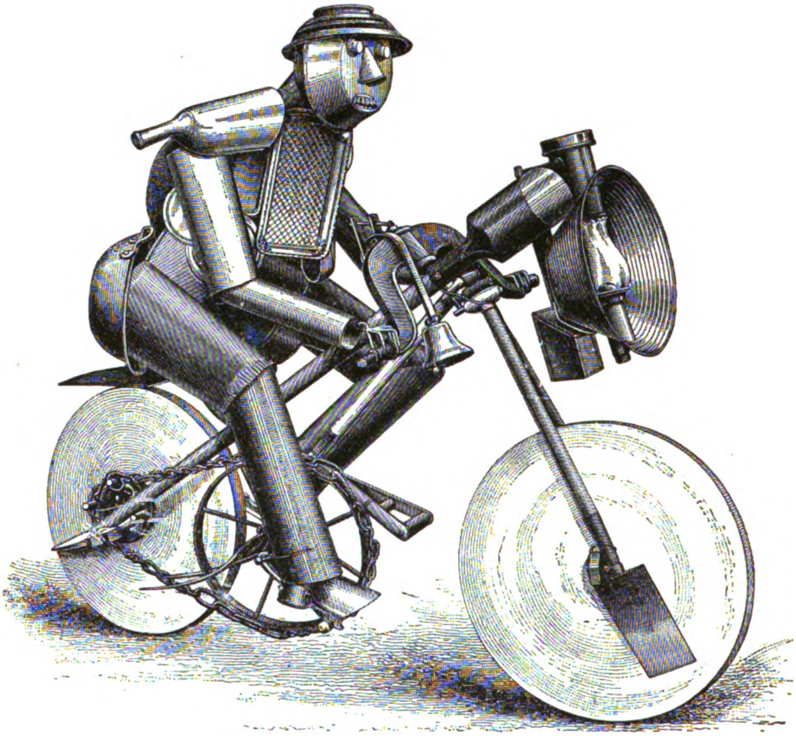


Fig. 11.—*Household Wants, '95 Model.*

The accompanying cut, Fig. 11, represents a Bicycle and rider which was used as an effective window display and was labeled "Household Wants, '95 Model." The wheels of the machine were Grindstones, the front sprocket a Wheelbarrow wheel, and the rear sprocket a Lard Press screw head. The chain on the sprocket wheel was formed of Stay Chains and for the step a No. 4 Broad Axe was used. The upper frame bar was a Post Hole Digger, the lower frame bar a four-tine D handle Manure Fork and the seat a Molders' Shovel. For the front forks two Boys' Spades were used, with a Screw Wrench for the front axle. The handle bars were a No. 4 Bell Yoke, with an engine bell attached, and Side Lamp for a lantern. The crank arms were Sausage Meat Cutter cranks and the pedals were Rat Traps. The rider had a Pudding Pan face, Can Screw eyes, a Coffee Spout for a nose and a Patty Pan for lips and teeth. Four Dish Pans were used for the rider's body, Grocer Scoops for shoulders, Conductor Pipe for arms, Stove Pipe for legs, Pint Cups for heels, small Grocer Scoops for feet, Garden Weeders for hands, a nickeled Tray for shirt front and a japanned Wash Pan for a hat. The exhibit was certainly unique and effective.

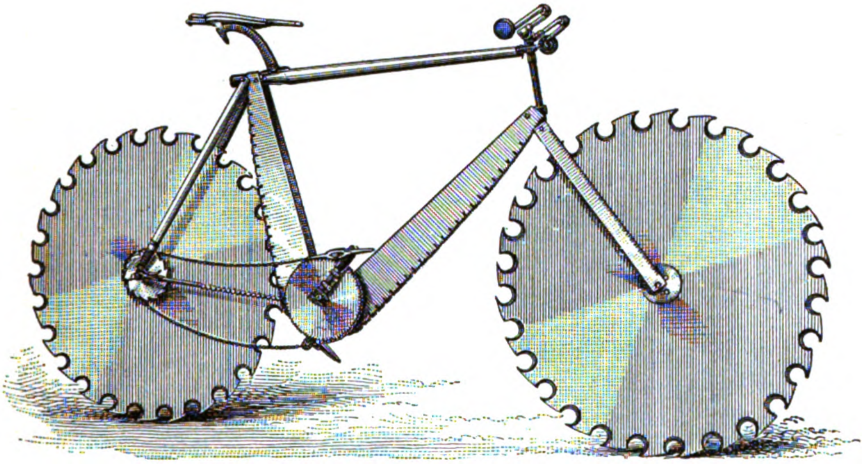


Fig. 12. *A Saw Bicycle.*

Another construction of Bicycle for window display is illustrated in Fig. 12, which though made up of fewer articles than the one shown in Fig. 11, is none the less unique in conception and construction. Lumbermens' tools play an important part in the make up of this machine, and thus exhibited, brings them prominently to the notice of the public. The front and rear wheels are Circular Saws with inserted teeth, while the front and rear sprockets are smaller Circular Saws. The front forks of the frame are Wood Saw blades ; the lower and center braces are Cross Cut Saws ; the rear braces are Pickaroons, and the upper brace is a Cant Hook. The cranks are Screw Wrenches with Double Bit Axes for pedals. The rear lower brace is an Auger, and the chain may be of any kind most convenient to use. The steering head is an iron Bench Screw, Braces form the handle bars, and Hand Bellows are used for the saddle. The cycle was supported by iron braces, not shown in the cut, reaching from the floor of the show window to the front and rear hubs on both sides. The hubs are Bolts which passed through the upper ends of the braces, while the lower ends were secured to the floor by screws.

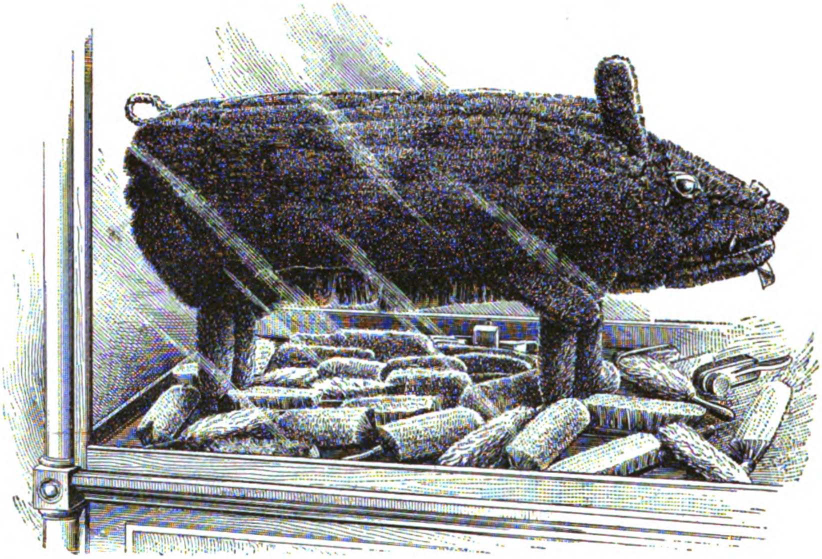


Fig. 13.—A Brush Exhibit.

The effective manner in which the fact was brought to the attention of the public that a large line of Brushes was carried in connection with a stock of Hardware, House Furnishing and Sporting Goods, is illustrated in Fig. 13. A pig was made of Brushes, for the foundation of which six bushel baskets were used, five of which were nested and the other one inverted and to these were wired Floor, Counter and Window Brushes, entirely covering the baskets. A frame of ⅞ x 2 inch strips constituted the head, to which Brushes were wired, leaving a place for the mouth, in which an ear of corn was placed. Incandescent electric lamps formed the eyes, connected to a wire running down behind the animal, and at night the lamps were lighted. The tail was made of hemp braided, and the legs of Counter Brushes with the handles down. After the pig was placed in the window the floor was covered with Brushes, and the lower portion of the legs were banked up so that the Counter Brush handles did not show. The window was also dressed with all the different kinds of Brushes the firm handle. The animal when completed measured a little over 7 feet.

A window display adapted to a large show window, and made up of a Hose Truck, Fireman, Bicycle and rider is illustrated in Fig. 14. The wheels of the truck were formed of two pairs of 1¼-inch bent rims, with small Riveting and Ball Peen Hammers for spokes to one wheel and with Cross Cut Saw Handles for spokes to the other wheel, all secured to the rims with annealed copper wire. For the hubs of the wheels two steel Railroad Wheelbarrow Wheels were used in connection with an ordinary Hose Reel. Two Spading Forks and Axe Handles did duty as a frame, with a Mop Stick for pole and ¼-inch Manila Rope for lines. The fireman's body was made up of a 5-gallon Milk Can covered with green Wire Cloth, surrounded by a girdle of 7-inch Pie Plates. The arms were of Conductor Pipe, the face a 3-quart Basin, with Can Screws for eyes, Nutmeg Grater for nose, Patty Pans for mouth, a Tin Scoop for chin whiskers, Russia Iron Pipe for legs and Tin Scoops for feet. The hat was made of a 3-quart Tin Pail with a 7-inch Pipe Collar for a rim.

An unusual and elaborate window display is shown in Fig. 15, which represents a carpenter at work in his shop, which is admirably fitted out with a full kit of tools. The carpenter, it will be seen, as designated in the sign, is an extremely " Plane man," as Planes are used for the face, hands and feet. The price, $104, at which the complete kit of tools were offered is

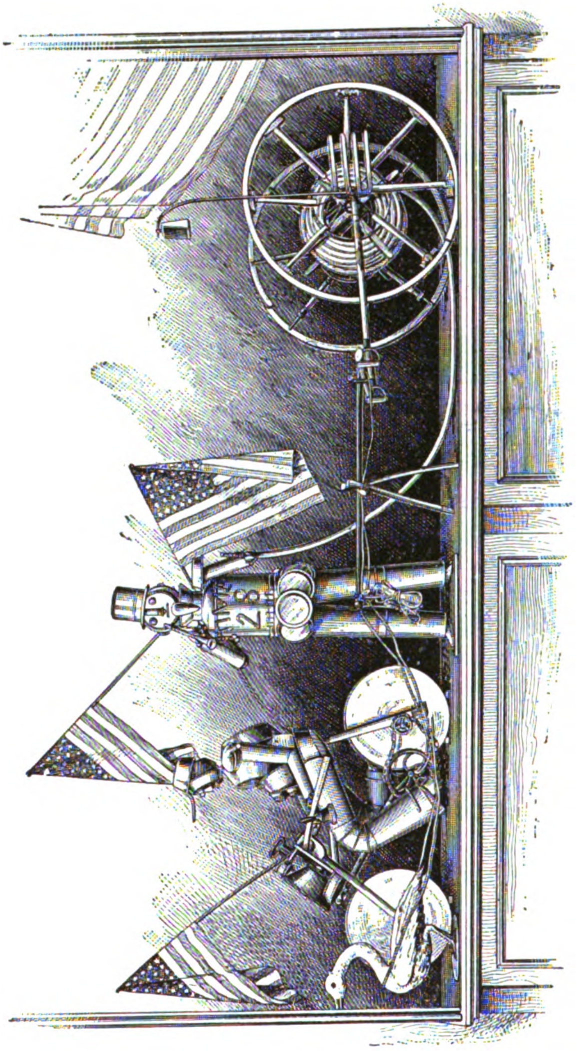


Fig. 14.—Hose Truck; Fireman and Bicycle Display.

shown on the card near the Grindstone. This is an interesting feature of the display, as inquiries are often made by customers as to the cost of a complete set of Carpenters' Tools.

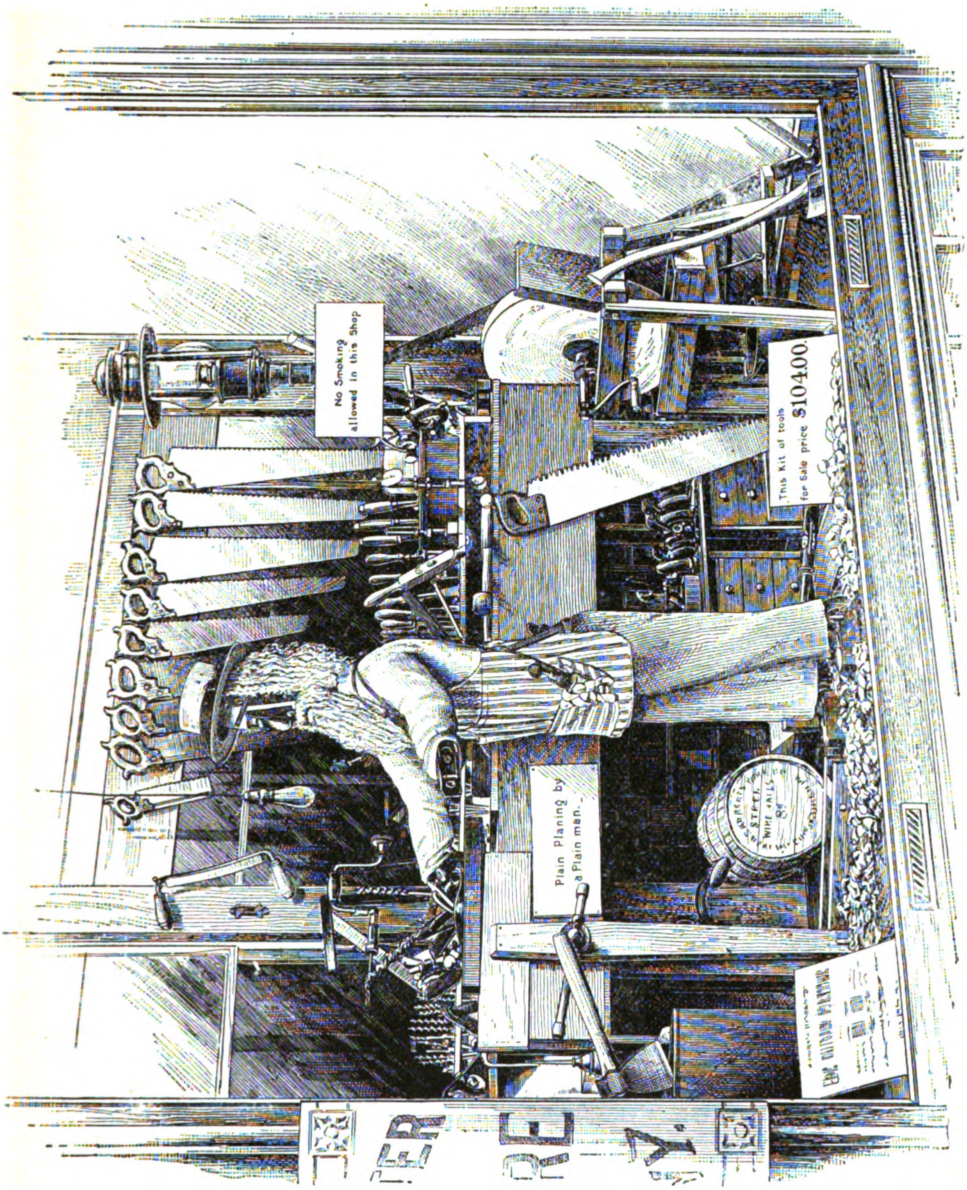

No Smoking allowed in this Shop
This Kit of tools for Sale price $104.00
Plain Planing by a Plain man.
Steel Wire Nails 8d

Fig. 15.—A Show Window Carpenter Shop.

An ingenious device for making an unusual and attractive window display of Scissors and Shears by the aid of electricity is shown in Fig. 16. Scissors from 3½ to 7 inches in length are suspended by strings from a ring 1 foot in diameter, with the points of the different length Scissors the same distance from the ring. This is accomplished by using strings of various lengths, so that the points of the Scissors shall be 11 inches below the ring. A wooden pyramid about 3 inches square at the top, with the core of a magnet protruding above the level of the top about 2 inches, is placed in the center of the circle of Scissors. The top of the magnet should rise within the circle but 1 or 1½ inches above the points of the Scissors. The pyramid is covered with cloth and the magnet is concealed, though not so shown in the engraving, with cloth left loose for the purpose, through which its power will pass; whereas, if the wood work of the pyramid comes between the magnet and Scissors points the power of the magnet is cut off. Upon the pyramid can be sampled Spoons, Knives and Forks or other goods, as is deemed most suitable The magnet is connected with an electric battery and when the current is shut off the Scissors hang straight, as shown

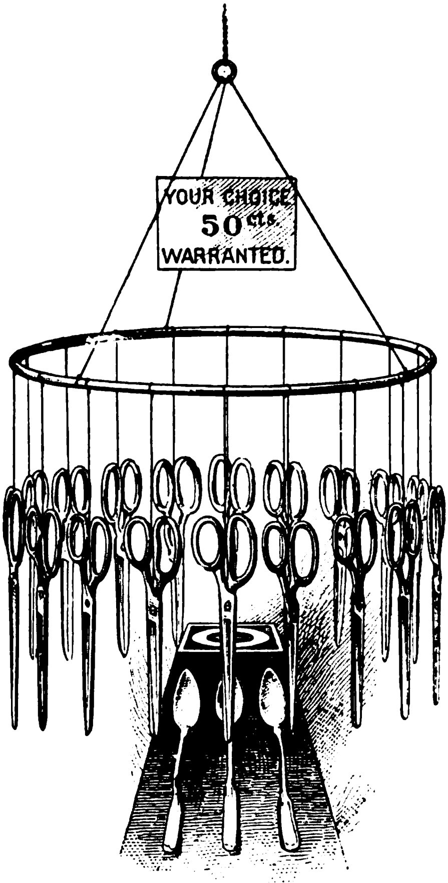


Fig. 16.—*Electric Window Display.*

in the cut. When the current is turned on the Scissors swing in toward the magnet and the points cluster around the point of attraction as closely as they can get. When the current is again turned off the Scissors swing back and forth, each pair as a pendulum, but hardly two pairs describe the same arc at the same time, owing to the different length of the Scissors; consequently, when they are thus swinging and the current is again turned on some of the Scissors feel the attraction before the others and the rush to the center is uneven. The current is turned on and off at the proper intervals by a person stationed inside the store. The surprising action of the Scissors, swinging to and from the center in a disorderly and excited manner, with no apparent cause, is a source of wonderment to beholders on the street.

Many merchants are annoyed in cold weather by the moisture which gathers on the inside of the glass in the show windows, so that the contents of the window are hardly visible from the street. The difference in temperature between the inside and the outside air is, of course, the cause of the moisture condensing on the glass. The remedy for this trouble is to keep the air on the inside and the outside of the plate glass as nearly the same temperature as possible. Several plans have been suggested for accomplishing this result, the following being regarded as one of the simplest and most satisfactory:

Fig. 17 gives a sectional view of a show window, the arrows indicating the way in which the circulating air moves. The outside plate glass of the window is first incased on the inside with glass sash well fitted, leaving an air space between the two sashes. Holes about 1¼ inches in diameter are bored through the outside panel under the floor of the show window about 6 inches apart, and holes ½ inch in diameter, 2 inches apart, are then bored through the floor of the show window between the sash, as close to the outside one as possible. At the top of the window, either through the sash or ceiling, the same number of holes, and of the same size, are made as in the base.

Another plan is to have windows made in sections, for ease in handling, matched together and placed on the outside of the plate glass. No inconvenience is likely to be experienced from the two thicknessess of glass, and it may not be found necessary to remove the extra sash in summer. Transom sash over each window aids in ventilation.

In some instances windows have sliding sash tightly fitted at the back, leaving the large space for showing goods between the sliding sash at the rear and the plate glass in front. Half a dozen ¾-inch holes are bored in the outside sash at the bottom, and as many more at the top of the same sash. Lamps or gas cannot be used in a window arranged in this manner without the glass frosting, but electric light can be used without any ill effects. Should electric lighting not be feasible and lamps or gas be used, a large transom over the front door, say 3 x 4 feet, has been found a remedy for the trouble. It should be hung at the bottom and always left open at least 6 inches at the top to take the vitiated air from the ceiling. When the windows are lighted in the evening one of the sliding sash at the rear of the show window near the door should be left open, to get the benefit of the transom ventilation.

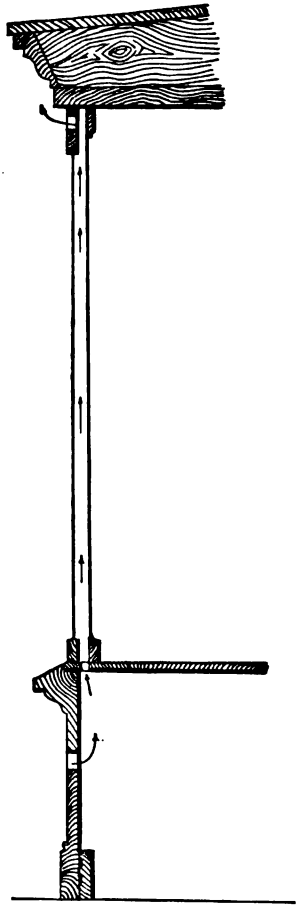


Fig. 17.—*Ventilating Show Window to Prevent Frost on Glass.*

Another method is to have the windows arranged with a ventilator at the bottom, admitting the cold air from the outside, and a conductor pipe at the top of the window leading into a chimney, which causes a circulation of air, resulting in about the same temperature on the outside and inside of the plate glass, keeping it free from moisture and frost. This plan necessitates the window being tightly closed at the rear.

CHAPTER VII.

Counters.

Counters occupy a conspicuous place in store furniture, and their judicious construction and arrangement contributes not a little to the attractiveness and convenience of the establishment. They are put to a large variety of uses and have an important part in both displaying and storing goods. The principal use to which they are put is holding showcases in which goods are attractively exhibited, but it is often found desirable to use the fronts or ends of the counter for sampling goods. Where showcases are used they are given a prominent place and filled with fine and attractive goods, such as Cutlery or Plated Ware, or with a variety of smaller Tools or specialties, a subject which is more fully considered in Chapter VIII.

Careful consideration should be given to the location of counters, a matter in regard to which suggestions may be received from Chapter I, where the general arrangement of the store is treated, and the diagrams there given will be of service as showing different methods of arrangement. In Hardware stores there are often more counters than are necessary or desirable, and there is a perceptible tendency toward dispensing with counters to a certain extent, retaining them principally for showcases, Scales and the necessary space for exhibiting or wrapping up goods. There are some who advocate omitting counters altogether, substituting wall cases for showcases and placing Scales and facilities for doing up goods on the ledge or on one or more tables specially constructed for this purpose.

The material of which the counters are made and the style in which they are finished are matters which will be determined by the taste of the proprietor or builder and also by the amount of money which it is desirable to put in their construction. The illustrations which follow in this chapter, as well as others given elsewhere in this volume represent a wide range of designs.

The use of the counter for the purpose of containing goods should receive careful attention, and it is especially desirable that it should be so divided into drawers, bins or other receptacles as to accommodate in a convenient manner the goods to which it will be devoted. An ordinary counter has a capacity sufficient to hold a large amount of goods, but this space cannot be advantageously utilized unless it is wisely subdivided. Suggestions in regard to this important matter will also be found in the following pages, where a description is given of various methods.

A neat and not expensive design is shown in Fig. 1. This counter is 26 inches high, being made of this moderate hight to permit customers to have a view of the goods kept under the ledge of the shelving against the wall behind it. The contents of the showcases are also seen to better advantage than if the counter were higher.

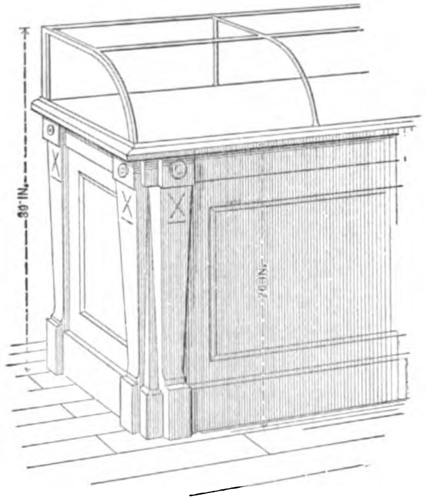


Fig. 1.—Counter and Showcase.

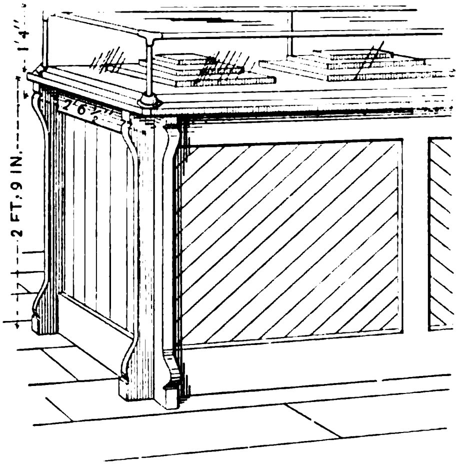


Fig. 2.—Hardware Counter and Showcase.

Another style of counter is illustrated in Fig. 2. This counter is, it will be observed, somewhat plain and comparatively inexpensive. It is 33 inches high, with a top 30½ inches wide and 1½ inches thick, the upper edge of which is beveled off to prevent its being worn or injured. The top extends about 6 inches over the front of the counter. At the back of the counter, directly under the top, are shallow shelves for wrapping paper. Beneath these are a row of drawers, under which is a row of bins for Barn Door Hangers, Grindstone Fixtures, etc. The back of the counter for 10 inches above the floor is sealed up tight.

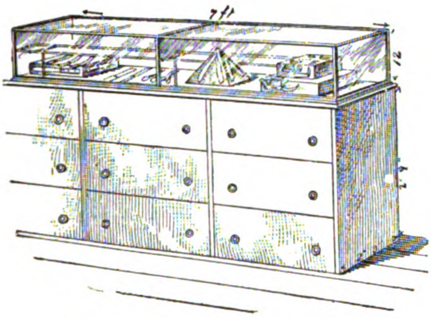


Fig. 3.—Counter with Drawers.

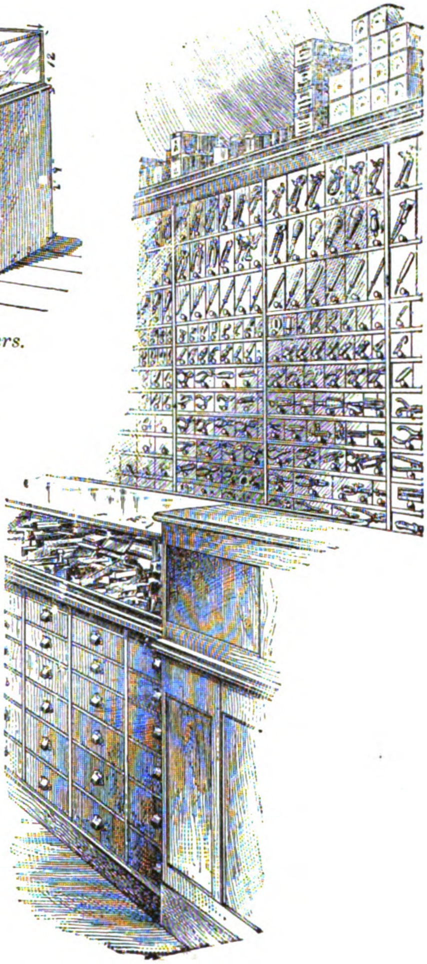


Fig. 4.—Counter and Shelving.

The counter represented in Fig. 3 is 16 feet long, 33 inches high and 27 inches wide. It is sheathed up tight on the back to keep out dust and dirt, and in the front are six tiers of three drawers each, in which are kept Chisel Handles of all kinds, Hand and Cross Cut Saw Handles, Dog Collars, Sash Cord, Mallets and many other goods. This form of construction is recommended by those who have used it as resulting in a saving of space and accommodating many goods in a compact manner.

Fig. 4 represents a similar arrangement, except that the drawers are smaller and the counter higher. There are six drawers in each tier, which are devoted to the accommodation of a large variety of Tools and small articles. At the end of the counter nearest the store entrance is the desk of the proprietor on a raised platform.

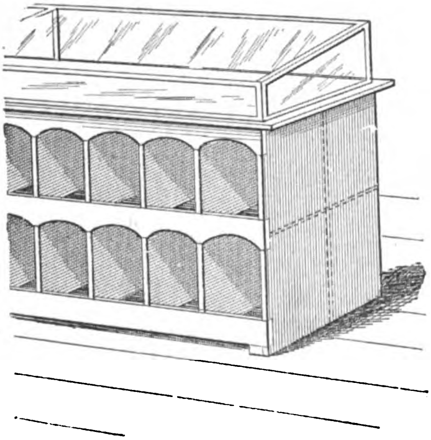


Fig. 5.—Counter with Bins.

A 20-foot counter similar to the foregoing may be arranged for special goods by sheathing it up on the back and having in front six tiers of drawers of four each, except the first two tiers, which contain six regular drawers and one double length. These long drawers are designed for Plumbs and Levels, Yard Sticks, Board Rules and Measures. In the first tier of small drawers may be kept Bit Braces, in the next tier Hammers, and in the next two tiers Hatchets. These may be followed by Wrenches, Drawing Knives, Car Bits, Butcher Tools, Steelyards, etc. It will be found desirable to partition some of the drawers to keep different sizes of the same goods separate.

The counter shown in Fig. 5 is divided into bins, two rows on each side, the bins extending half way through the counter. These bins contain a variety of Carriage Malleables, Nuts Washers, Short Tread Axles, etc., and the names of the different goods are printed above the opening to each bin.

Another contrivance for carrying heavy goods in connection with counters is represented in Figs. 6 and 7. It consists of deep drawers or bins, each of which is hung under the counter by two side arms or supports and so evenly balanced as to work easily when filled with goods. By pulling on the knob the drawer is tipped forward, as shown in Fig. 7, and the cover is raised at the same time, while the front of the drawer rests on the floor. It is thus rendered easy of access. If it is properly constructed a slight push will be sufficient to send the drawer to its place, and at the same time the cover will close automatically. The details of this arrangement are as follows: A is the counter top ; C, the drawer or swing box ; D, arms of ¾-inch half oval iron ; E, cover hinged at F ; G, carriage bolt holding the lower end of the arm D ; I, a short piece of rope fastened to the under side of the counter and top of the cover. These drawers are about 8 inches wide, a convenient size for Dry Paints, as a scoop works to better advantage in a drawer only a little larger than its width. When crowded for room this is an advantageous way to use counter space when drawers are to be used for heavy or bulky material.

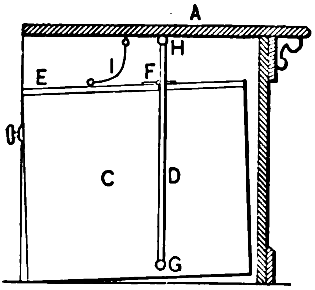


Fig. 6.—Sectional View of Drawers for Heavy Goods.

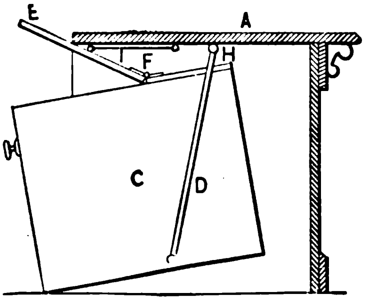


Fig. 7.—Details of Construction.

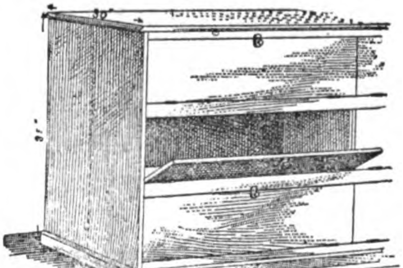


Fig. 8.—Counter for Heavy Goods.

A counter intended especially for heavy or bulky goods is shown in Fig. 8. It is divided lengthwise in the center, making bins or openings on each side, which are closed with doors, as shown in the illustration, thus keeping out dust and dirt.

A counter devoted to Belting is shown in Chapter XXXVI, Fig. 10, and a rack for Horseshoes in front of counter is illustrated in Chapter XXXIV, Fig. 6.

A method of dividing the counter so as to hold different kinds of goods is shown in Fig. 9. The counter is 16 feet long, 3 feet deep and 3 feet high. Part of it is devoted to Strap and T-hinges, with shelves as indicated, while the rest of it is fitted with drawers for Malleables, Gas Fittings, etc. These drawers are 24 inches long, 11 inches wide and 7 inches deep and are made of ½ inch white wood, with 1-inch ash faces. The back of the counter is open and provided with shelves 10 inches wide, which are used for Sad Irons and other similar goods.

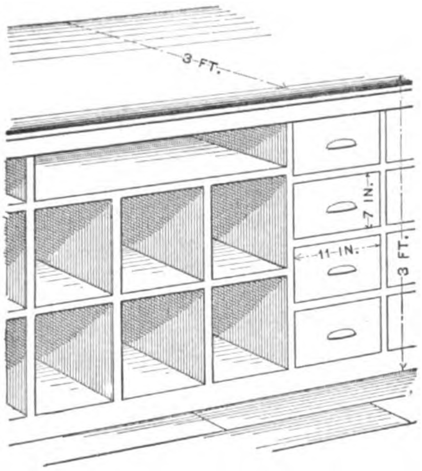


Fig. 9.—Arrangement of Counter.

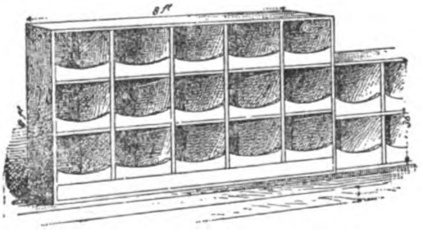


Fig. 10.—Counter with Bins.

For Malleables, Gas Fittings, Pipe Fittings, etc., a counter may be made with bins, as shown in Fig. 10. These bins are made of a size suited to the goods which they are intended to contain. Bins of this character are found useful for Strap and T-Hinges where shelving room is required for other goods.

Counters are sometimes provided with drawers running through, each drawer divided into two compartments by a partition in the middle. These drawers can be drawn out from either side, the front half of the drawers being used for such goods as Curry Combs, Brushes, Seine Twine, Sash Cord, etc., and the rear for surplus stock of shelf goods.

A somewhat unusual method of arranging the rear of a counter is illustrated in Chapter XXIV, Fig 2, and a counter specially arranged for Horseshoes is represented in Chapter XXXIV, Figs. 3 and 5.

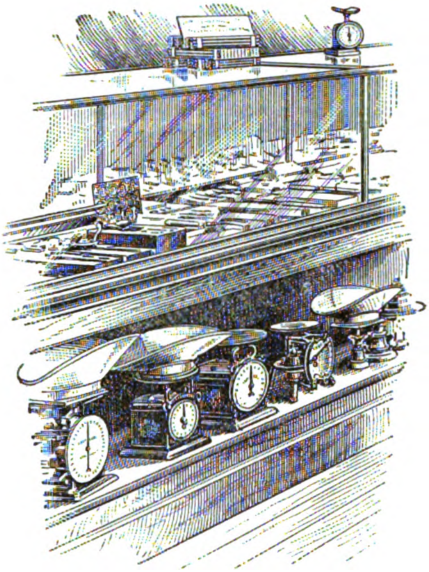


Fig. 11.—*Recessed Display Counter.*

Fig. 11 shows an arrangement for displaying goods in the front of counters which has proved highly satisfactory where the plan has been adopted. Instead of building the counter with a solid front it is recessed, thus obtaining a display shelf in front. The counter upon which showcases stand is 24 inches wide and is recessed back but 14 inches, leaving a depth of 9 inches at the back side of the counter. This space is shelved and is used to advantage for small articles, as the entire depth of a shelf can be seen at a glance.

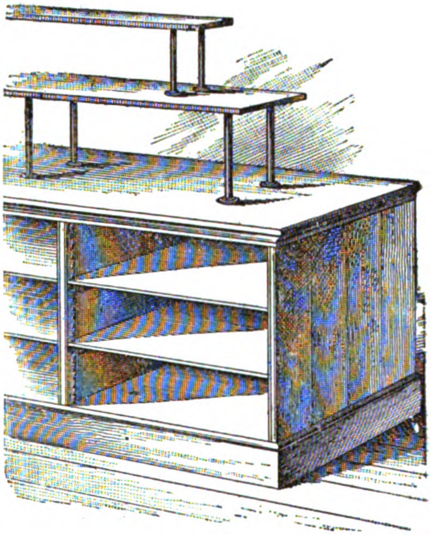


Fig. 12.—*A Show Counter.*

In Fig. 12 is illustrated a counter for

samples. The lower part of the counter is 9 feet long and 3 feet high, made of spruce; the top of ⅞ inch oak, with red wood molding immediately under the top. The front of the partitions is beaded and the shelves are adjustable. Three-quarter inch gas pipe is used to support the shelf above, which is of oak and 18 inches wide. Above this is another oak shelf, 9 inches wide, supported on ½-inch gas pipe uprights. The material, finish and design of this construction may correspond with the shelving and other wood work in the store.

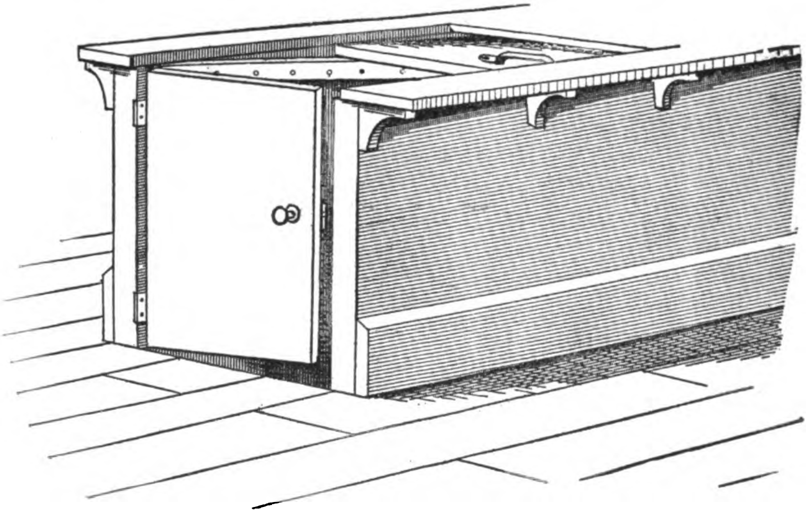


Fig. 13.—*Counter Cellarway.*

The counter cellarway may, as illustrated in Fig. 13, sometimes be used to advantage and may be built to correspond with the other counters in general finish, and provided with a sliding hatchway and door at the front. The runways upon which the top opening slides are inclined toward the back, allowing the slide to be pushed back easily. When closed it serves the purposes of an ordinary counter, and when open is not so dangerous as a trap door in the floor.

An economical division of counter space is shown in Fig.

14, which represents the back of the counter. It is divided into a series of compartments to contain the stock of Knives sampled in the showcases above. Above each tier of compartments is marked the number and kinds of goods kept below. Dessert, Breakfast and Table Knives of the same number, for instance, are kept in one tier of compartments, one opening being devoted to each kind, thus making it an easy matter to find any goods wanted.

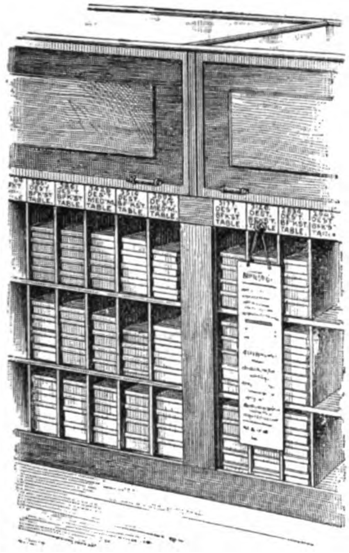


Fig. 14.—Duplicate Stock of Knives.

In Fig. 15, an arrangement of cupboards under the counter is shown, in which duplicate stock is kept. The lower shelf is devoted to Razor strops in boxes and the upper shelf is partitioned off to keep strops stacked up in order. Paper cut the correct size for wrapping up the goods as sold, is hung on the door.

The space underneath the counter top, especially in front, is almost useless, and often worse than useless, as it becomes a catchall for dirt and dust if shelved. An economical use of this waste space is shown in Chapter XXII, Fig. 5. The counters are provided with glass doors to slide, back of which are shelves for goods. The back part of the counters is provided with shelves for keeping stock.

The counter, or rather table, represented in Fig. 16 is used to show and display Builders' Fine Hardware. Being open beneath prevents such accumulation of goods as is often found under counters of the ordinary construction, while at the same time it gives a light and attractive appearance to the store. The stock is kept in the adjacent shelving, the drawers below containing samples of the goods in the shelves above.

The arrangement of the sample drawers is shown in Fig. 7, Chapter XXIX.

An arrangement of slides on drawers is shown in Fig. 17, to prevent them from sagging or dropping down in front when drawn out their extreme length. The slides are made of wood 4 inches high, ⅝ inch wide, and the same length as the depth of the drawer on which they are used. A cast iron guide is fastened to the partition upright on each side of the drawer, and another guide of the same kind is fastened on each side of the drawer. An offset on one end of each guide engages in the groove in the top of the slide, and the bottom of the slide runs on the same level as the bottom of the drawer. The face of the drawer extends across the entire opening, or ⅝ inch beyond the sides of the drawer on each side. This arrangement is shown in use in Chapter XXIX, Figs. 2 and 4.

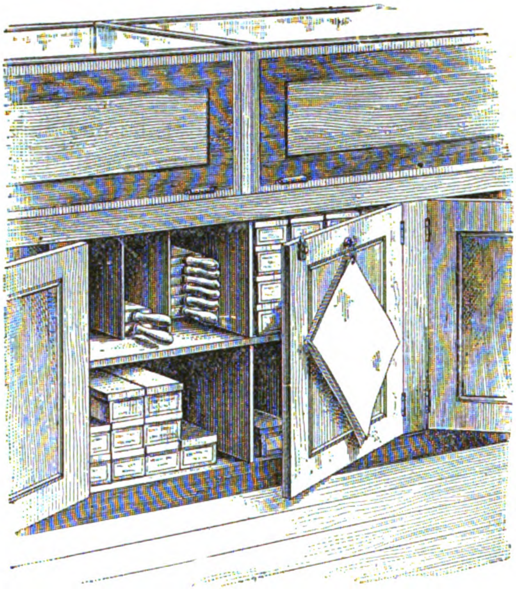


Fig. 15.—*Cupboards for Duplicate Stock.*

In Fig. 18 is shown the cross section of a counter upon the top of which stands a showcase. The drawers in the rear are utilized for holding Egg Beaters, Pot Cleaners, small Meat Cutters, Potato Mashers, Apple Parers and other small kitchen utensils. Below the top drawer, in front of the counter, are cupboards with sliding glass doors, through which are seen Coffee and Tea Pots, Sad Irons, Cake Dishes, etc.

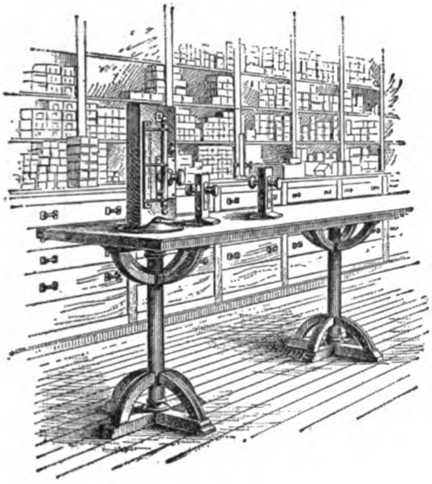


Fig. 16.—*Open Counter.*

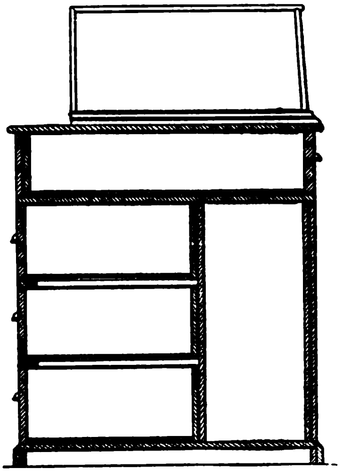


Fig. 18.—*Cross Section of Counter Under Showcase.*

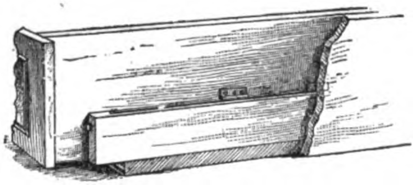


Fig. 17.—*Slide for Drawers.*

The counter shown in Fig. 19 is made with drawers at the top and Nail bins below. The space above the counter is utilized for an ingeniously arranged rack and shelving. The frame work of the rack is of ½-inch gas pipe, the upright pieces of which are secured at the ceiling and on the counter by gas fitters' floor flanges. Articles are attached to and hung on the rack, while the open space is occupied by roll paper, as shown in Fig. 3, Chapter XV, leaving sufficient space on the counter for arranging parcels and tying up goods.

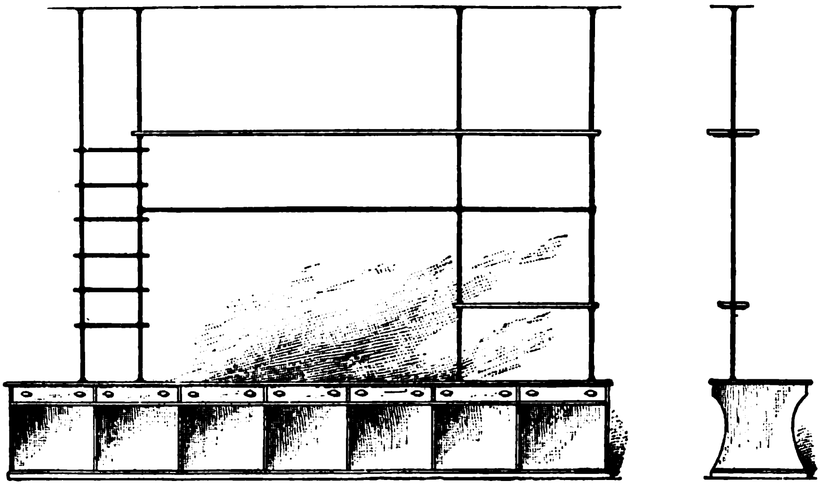


Fig. 19.—Front and End View of Counter With Gas Pipe Rack.

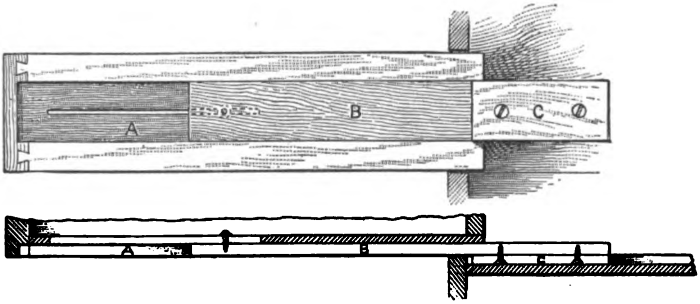


Fig. 20.—Drawer Support.

It is often desirable to have drawers so arranged as to permit the use of their full depth. In Fig. 20 is illustrated an ingeniously devised support for this purpose, which is shown in working order in connection with a counter in Chapter XXIX, Fig. 10. The construction of the support is as follows: In both sides of the drawer a groove is cut out, as shown by A, Fig. 20, to allow the board B to set in flush with the side of the drawer. A slot is cut in the side A, through which a round head screw, with a washer under the head, is passed and screwed into B. The piece B extends back into the counter and is fastened by screws to the piece C, which in turn runs in a groove in the counter in the same manner as B. The piece C also acts as a stop when the drawer is pulled out.

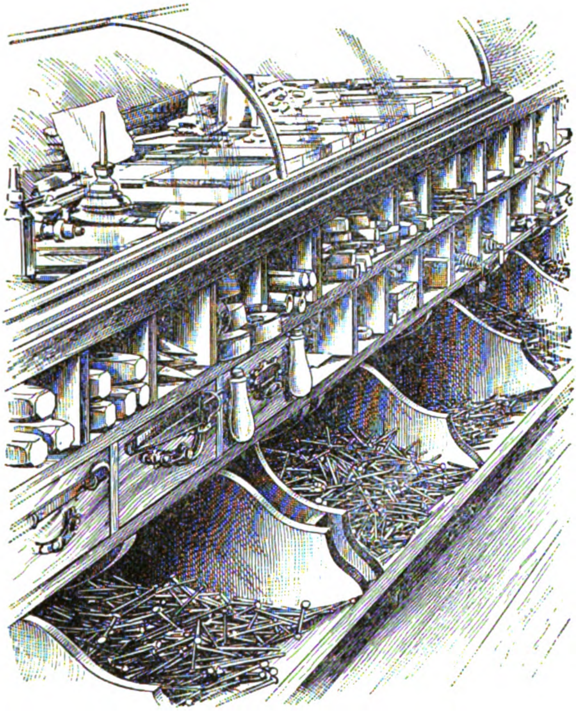


Fig. 21.—Counters with Bins and Drawers.

The counter shown in Fig. 21 carries showcases, under which provision is made for heavy goods in bins and drawers. Below these are Nail bins, ample in size and convenient for drawing the Nails into the scoop for weighing. The counter extends along one side of the salesroom in front of the Hardware shelving.

In Fig. 22 is shown a movable counter, with scale, back of which are bins for Nails. The counter is 5 feet long by 2 feet 3 inches wide on the top. The top projects over the counter 1½ inches on each side and at the ends. The counter is open at the back and is divided into compartments for containing wrapping paper of different dimensions. The top of the counter is made in two parts, being cut across 7 inches from one end. The short piece is hinged to the larger one and serves as a cover to an apartment under it, which is suitably spaced for the accommodation of the different sizes of twine used on the counter, making a very convenient twine box.

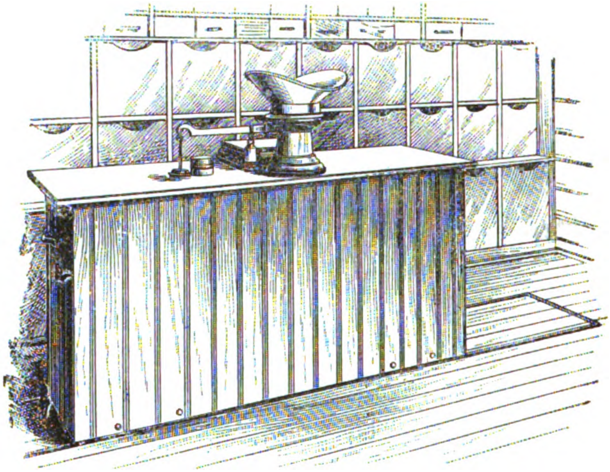


Fig. 22.—Movable Counter with Scale.

On the inside of the counter frame are secured 5-inch barn door rollers which run on track on the floor. The rollers are so placed as to be invisible from the outside. At each end of the tracks are stops to prevent the counter from running off. The tracks are 19½ feet in length, this being the total width of the bins.

When weighing, the counter can thus be moved directly in front of the goods, saving time and labor. The Nail bins on the lowest row are 12 inches wide, 16¾ inches long and 19¾ inches deep. The bins on the second and third rows are 12 inches in width, 23¾ inches in length and 14 inches in depth ; all outside measurements. The bins are made of ⅞-inch lumber. There are 54 bins in all, occupying a space of 19½ feet in length. The conformation of the wall back of the lowest row of bins made it necessary for the bins to be deeper and shorter than those above. This, however, gives a ledge 5 inches wide above the lowest row, which affords a convenient means of reaching the boxes in the shelves over the Nail bins.

Above the top row of bins are boxes containing Machine and Carriage Bolts, Coach Screws and Washers. These boxes are 13½ inches long, 8 inches wide and 4 inches deep, leaving a ledge 10 inches wide over the top row of Nail bins, making a second step from which to reach the higher boxes. Boxes at right angles to the Nail bins are 12 inches long, 8 inches wide and 6½ inches deep, outside measurement, and are used for Horseshoe Nails, Boat Nails, Tacks in bulk, etc., all convenient to the movable counter.

CHAPTER VIII.

Counter Showcases.

In every Hardware store showcases are desirable for the exhibition of fine and attractive articles, especially those of small size, such as Cutlery, Plated Ware, fine Tools, etc., and such showcases are usually given place on counters near the front of the store. With brass or nickel plated frames they are attractive and decorative, but there are some advantages in having the frames of wood, finished in color to correspond with the prevailing trim of the store. Such cases are more easily kept clean and detract less from the display of the goods in the case than if given a brilliant finish. The variety in which cases are made leaves the choice of style a matter of taste, while the hight and length of the case will naturally be determined by the hight of the counters and the space to be devoted to the display of the goods.

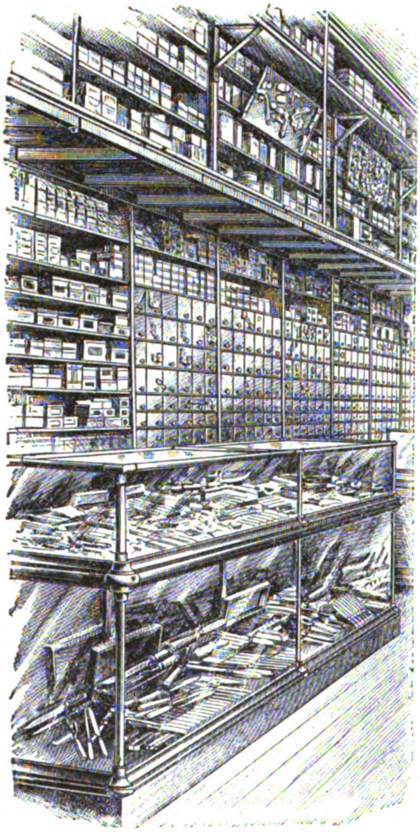


Fig. 1.—Two-Story Showcase.

In some of the more modern stores counters are made low to permit of high showcases for the display of Silver Plated Hollow Ware, sets of goods in leather cases, with the covers raised, and other comparatively large goods. In some instances the counter is replaced by a showcase which stands on a platform 6 or 8 inches high, a showcase of the usual form being placed on the top. This results practically in a two-story showcase, as shown in Fig. 1, allowing the goods to be displayed above and below, thus presenting a fine appearance. The prominence given to showcases and the number used in the best arranged stores indicates that they are considered a good investment notwithstanding their cost, in view of the effectiveness of the display which is secured.

Several styles of counter showcases suitable for Cutlery or other small and attractive goods are shown in Chapter VII, Figs. 1, 2, 3, 4, 5, 11 and 18

A case for holding Twist Drills and other small goods is shown in Figs. 2 and 3. It is an ordinary showcase, 30 inches long, 15 inches deep and 6 inches high, with mirrors in the front and ends, and plate glass on the top. The case is provided with three drawers divided into compartments of suitable size, the drawers opening in the rear of case, as shown in Fig. 3. The glass at the top exhibits the Drills in the top drawers, while the mirrors in the front and ends hide the less presentable fronts and ends of all three drawers. The kinds and sizes of Drills contained in the two upper drawers are also indicated in the illustration. The lower drawer contains Round Shank Drills, from 5-64 to ¾ inch. The words " Twist Drills "

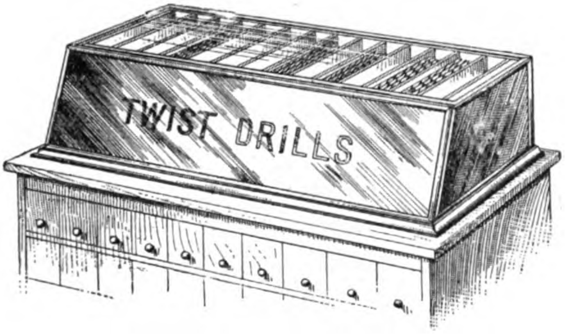


Fig. 2.—Twist Drill Case.

are placed on the front of the case with enameled adhesive letters, the whole forming a very convenient and attractive piece of store furniture. The case contains 49 sizes of Drills. The drawers under the case can conveniently be used for a large variety of small articles.

Instead of devoting the counter to showcases of the usual form, the top of the counter may be made of plate glass, as shown in Fig. 4. This arrangement, which is not at all general but none the less convenient and attractive, may advantageously be adopted where it is not convenient to give up counter space to showcases, and where, at the same time, it is desirable to make a display of small articles under glass. Around the four sides of the plate of glass which constitutes the counter top is a wooden border an inch or more in width, which may be either flush with the adjacent counter top or lowered sufficiently to allow a finish of ¼-inch molding of gilt or silver, or of some wood which will harmonize with the counter. The glass may be of any desired length from 4 to 10 feet, filling the amount of space available. Underneath the glass top are drawers opening at the rear of the counter, of such depth as to bring the goods contained in them very near the under surface of the glass. The drawers may be used for displaying a large variety of goods, such as fine Mechanics' Tools, Table and Pocket Cutlery, Scissors, Silver Plated Flatware, etc., the drawers being made of suitable depth for the goods contained in them. If the drawers are lined with material making a suitable contrast with

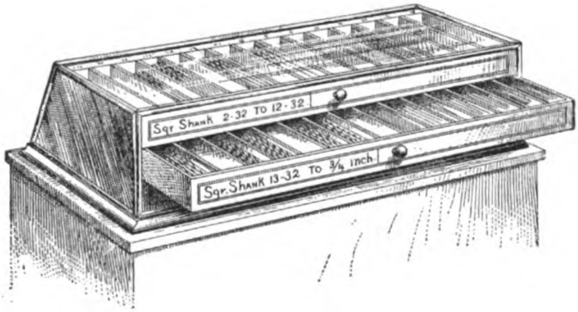


Fig. 3.—Arrangement of Drawers in Rear of Drill Case.

the goods, the effectiveness of the display is increased. Mats should be used on the top of the glass so as to prevent its being scratched. On such mats goods may be placed while customers are inspecting them. Such an arrangement secures an effective display of the articles under the glass without detracting from the counter room in the store. While waiting to be served customers will show no hesitancy in pushing the mats from side to side to obtain an unobstructed view of the display below. The mats may be a foot or more square and may be of plush or velvet, and will be found useful auxiliaries in connection with showcases generally.

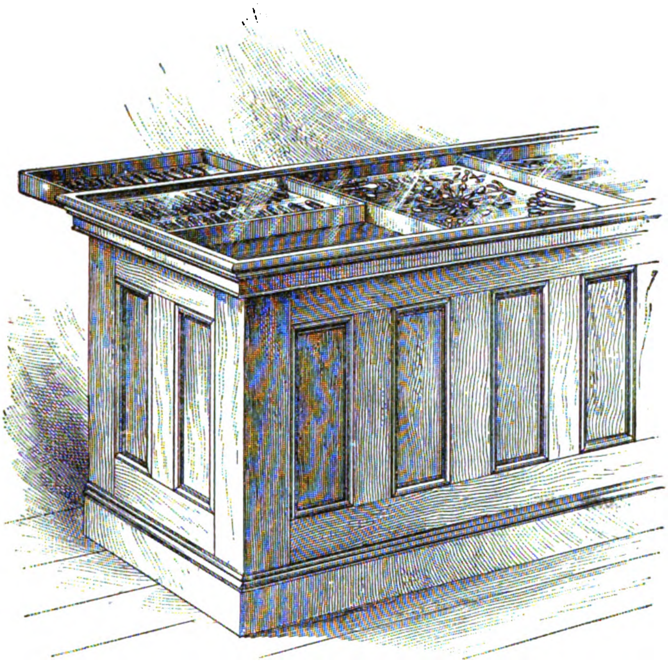


Fig. 4.—Plate Glass Counter Top.

In some large establishments the following arrangement is found satisfactory: The shelving is made with a broad base or ledge, about 3 feet from the floor, and projecting 2 feet from the front of the shelving This ledge is used as counter room and instead of having counters in front of the shelving there are a number of 6-foot showcases on stands, which are used for sample cases, each one containing a different line of samples representing the goods contained in the shelving in front of which they stand. A tag on the sample indicates to the salesman where the goods selected may be found in the adjacent shelving.

A small showcase attached to the counter front, as in Fig. 5, has been found an excellent place to display odds and ends and such stock of small goods as it may be desired to dispose of quickly. The lid opens in the manner shown in the cut giving ready access to its contents; and the goods in it can hardly escape the notice of customers entering the store, as the counter is located near the entrance. Showcases may be placed on the top of the counter in the usual manner.

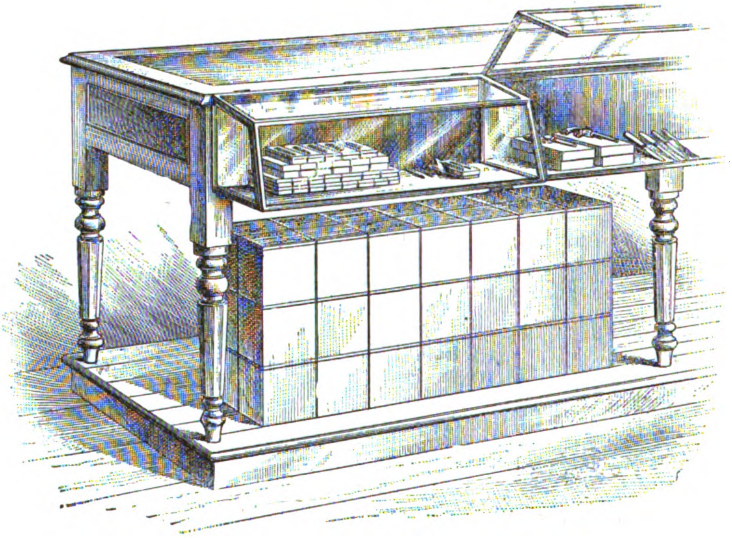


Fig. 5.—A Novel Showcase.

A feature of the arrangement of the showcase shown in Figs. 6 and 7 is the weight which counterbalances the lid of the case, holding it open when raised. The weight may be put on the top of the lid, as shown in the cuts, or hung underneath. It is desirable to have the weight distributed equally over the width of the case to insure a distribution of the strain; the balance or weight being neatly concealed in a box. Iron or lead may be used for balances, and a base knob for a buffer. If the back of the case is designed to go close against the wall, the back should be sloped as in Fig. 7 to allow space for the balance without sacrificing room at the bottom of the case. The weights will vary with the size of the lid of the case, probably from 30 to 70 pounds, if the glass in the lids are heavy plate. The cases may be arranged on the ledges under the shelving, or on counters, and are particularly desirable for exhibiting samples.

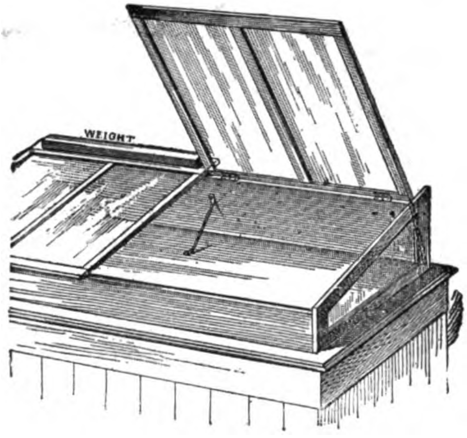


Fig. 6.—Novel Arrangement for Showcase.

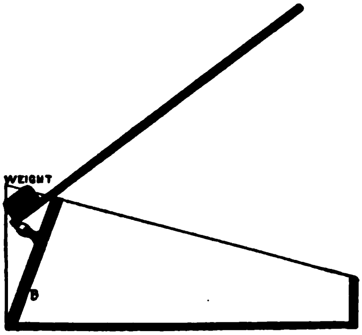


Fig. 7.—Weight and Buffer.

A showcase similar in shape to the one shown in Fig. 8 is desirable for double stores having shelving on each side of the partition, the two rooms being connected by a passageway, with an opening in front extending to the store front. The case should run around the front of the partition an equal distance on each side, and affords an opportunity for a fine and conspicuous display of goods.

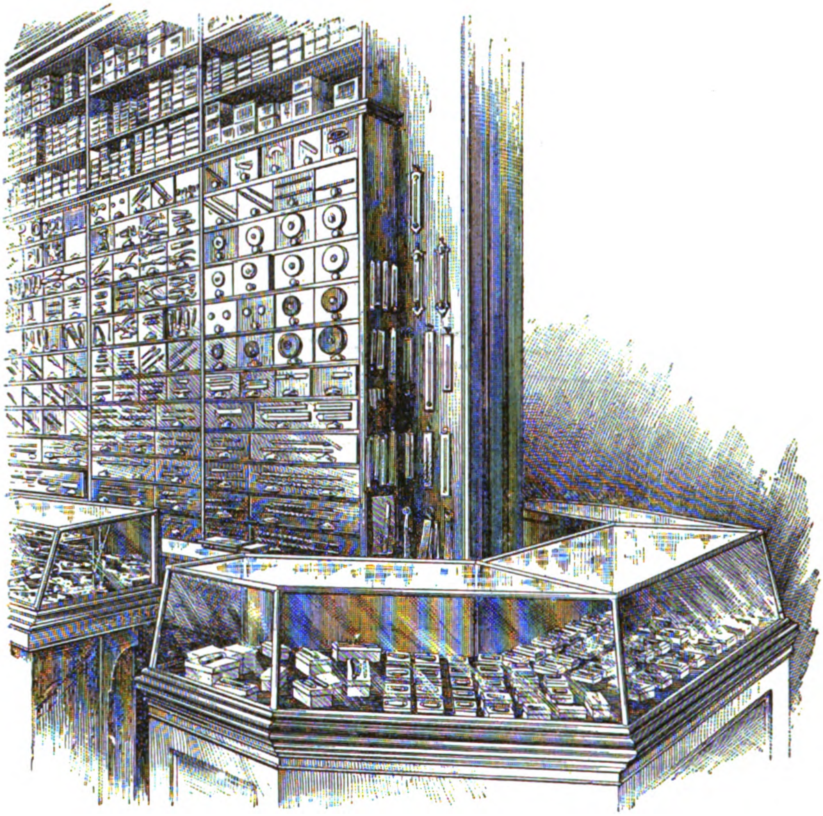


Fig. 8.—Center Shelving and Case.

Adjustable wooden or glass shelves may be used to good advantage in showcases, as illustrated in Fig. 9. Four wooden uprights are placed in position in the end of the case, having holes in which screw eyes are fastened and upon which the shelves rest. The shelves do not interfere with displaying goods on the bottom of the case, and may be advantageously used to bring such articles as Razors, Nut Picks, Shaving Brushes, etc., into prominent notice.

In Fig. 10, a rack for Cutlery and other goods is represented, which can be raised or lowered and which can be set at any angle desired. The rods may be placed at different distances apart, so as to accommodate articles of different lengths. Goods may be shown on these racks without detracting from the display below.

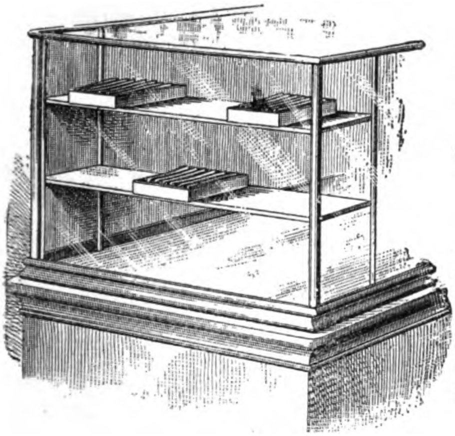


Fig. 9.—Shelves in Showcases.

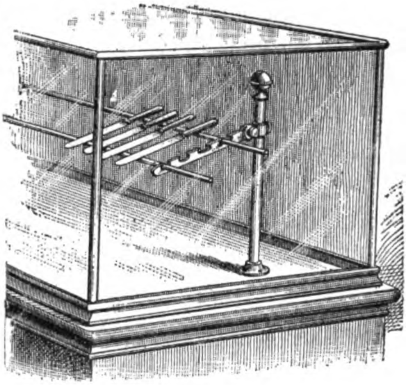


Fig. 10.—Adjustable Rack in Showcase.

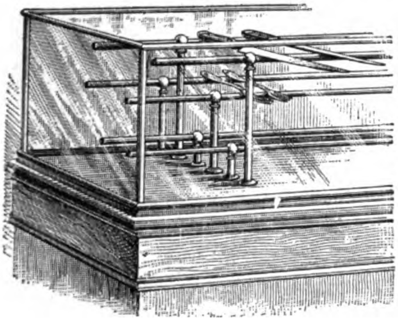


Fig. 11.—Stationary Racks in Showcases.

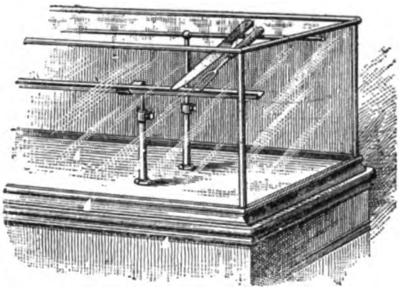


Fig. 12.—Rack for Carvers.

The stationary racks shown in Fig. 11 are of different hights, allowing goods to be arranged one above the other. In this manner single articles, as Slicers, Cook's Knives and Forks, etc., may be shown on the upper rods, and goods in plush cases, such as fancy Carvers, Manicure Sets, Razors in sets, etc., may be shown on the lower ones.

The rack represented in Fig. 12 is adjustable in hight, designed so as to place the front rod low enough to show the goods to the best advantage. The front rod is of black walnut angle shaped, in which the points of Carvers and Forks rest, holding them in position.

The showcase shown in Fig. 13 has a frame of highly finished birch, with imported plate glass, is 24½ inches high and about 9 feet long. This hight enables comparatively large goods to be shown to fine advantage. In the case is a plate glass shelf 9 inches wide, 6 inches from the top, supported by light silver plated brackets. These shelves permit of a display of small articles or those to which it is particularly desirable to give prominence.

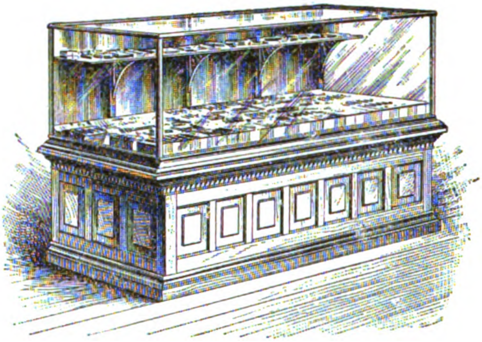


Fig. 13.—*Showcase with Shelf.*

In Fig. 14 is shown the inclosure of a sufficiently large space in the front part of a store to make a special salesroom, in which customers can seat themselves and at their convenience make selections of Hardware. The inclosure, which is neatly carpeted and furnished with chairs, tables, etc., is formed by arranging showcases upon counters, containing Bronze Goods, Plated Ware and other high class stock, around three sides of an oblong square. The showcases face outward along roomy aisles which are left for the passage of customers to the different parts of the store.

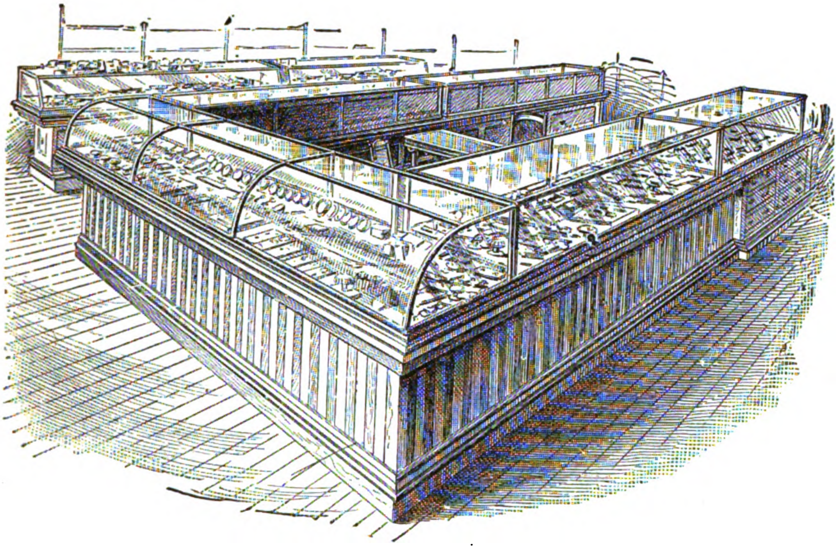


Fig. 14.—*An Arrangement of Counter Showcases.*

CHAPTER IX.

Upright Showcases.

Wall or upright showcases with plate glass sash hung with weights or provided with sash balances and lined with some rich dark material secure a very effective display if tastefully filled with attractive goods. It is a question whether the increased cost of velvet over cheaper material is not justified in view of the increased sale of the goods displayed, while handsome cases certainly contribute much to the appearance of the store. When it is not feasible to have the wall cases constructed so that the fronts may be raised to give access to the contents the sash can be placed on rollers, for which tramways are provided, permitting them to overlap each other. In either case the sash are out of the way and not in danger of being broken, as when attached by hinges.

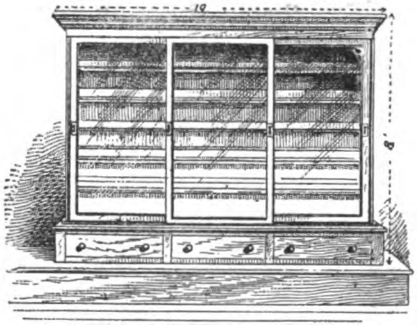


Fig. 1.—Showcase for Tea Pots, Brass Goods, Etc.

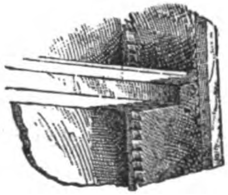


Fig. 2.—Detail of Shelving.

In a store where liberal use is made of cases is one used for Granite Tea and Coffee Pots, Cuspidors, fine Brass Goods, etc., an illustration of which is given in Fig. 1. This case is 10 feet long, 8 feet high and 18 inches deep. It is painted black. The front is composed of three sliding doors with a drawer beneath each. The shelves are adjustable at any hight, and for a better display of goods each shelf is constructed with a step, as shown in Fig. 2, the front part of the shelf being 4½ inches lower than the back part.

Hand Saws, Guns and Tools are displayed to good advantage in upright showcases. These may be conveniently placed in the space usually occupied by the shelving above the ledge, and the space beneath devoted to cupboards inclosed with doors, or to drawers in which Bench Planes, Levels and similar goods are kept. Hooks or pins on which the goods are hung should be so arranged in the cases as to give a regularity of arrangement to the goods, care being taken to have about equal spaces between the different goods which are suspended from the pins, and also to give a balance to the whole case, as the lighter and smaller articles are placed above the larger and heavier ones.

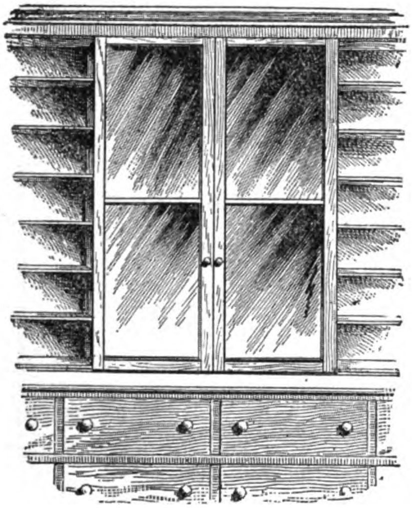


Fig. 3.—Showcase in Shelving.

A good effect is secured, if the space can be spared, by having upright showcases run the full length of the store, on one side devoting them to Silver Ware, Guns, Fishing Tackle, attractive House Furnishing Goods, etc. On the opposite side of a well arranged store in which this feature is adopted, at some distance from the front, are cases containing Saws, Squares Levels, etc.

The manner in which a showcase may be combined with shelving is shown in Fig. 3. This case is flush with the shelving and is hung with hinged glass doors. It is devoted to the display of Carpenters' and other Mechanics' Tools. The case is lined with red cotton flannel, which looks well and is inexpensive.

In the case illustrated in Fig. 4, Table Cutlery is arranged at the bottom on steps. The back and sides of the case are lined with black cloth, to which are fastened by hooks such goods as Hammers, Saws, Screw Drivers, Trowels, Rules, Saw Sets, Augers, Squares, etc , as fancy may direct, the goods and their arrangement being changed from time to time.

A sample case is shown in Fig. 5, which permits the effective display of the goods for which it is used. The pyramidal sample boards inside the case are supported by black walnut posts in each corner and are covered with black velvet, which makes a rich background for the goods exhibited. Between the posts small brass rods are fastened, on which is hung a line of Dog Collars, the extra stock being kept in the boxes below.

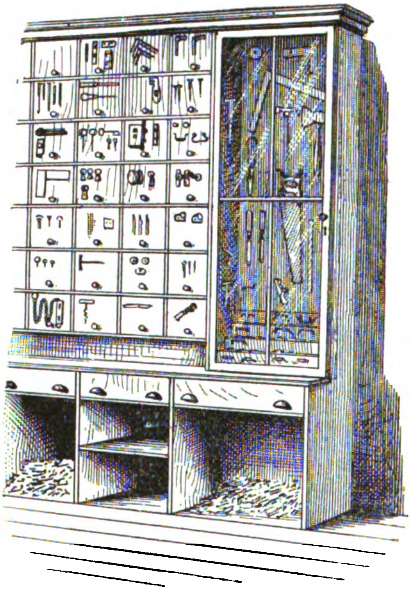


Fig. 4.—Upright Showcase and Shelving.

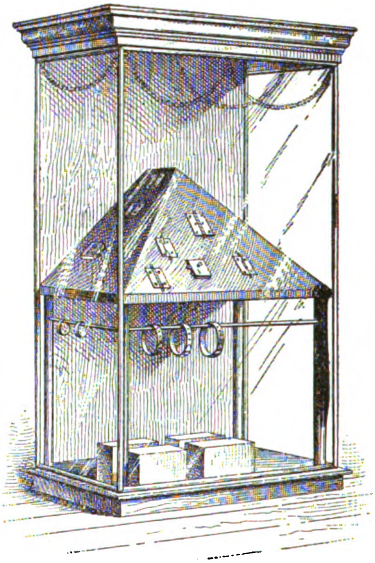


Fig. 5.—Sample Case.

The wall cases illustrated in Fig. 6 have no counter in front and are provided with glass sash to raise. The cases are devoted to Carvers Brass Tea Kettles, Spoons, Scissors, Tea and Coffee Pots, and similar high grade goods. Under the ledge the goods on the shelves are protected by doors sliding on two tracks. In the shelving to the right of the cases the shelf immediately above the ledge is narrower than the upper shelves, thus giving a better view of, and more easy access to, the Kitchen Utensils kept on the ledge below. The shelving is without partitions, being supported by light turned standards at the front.

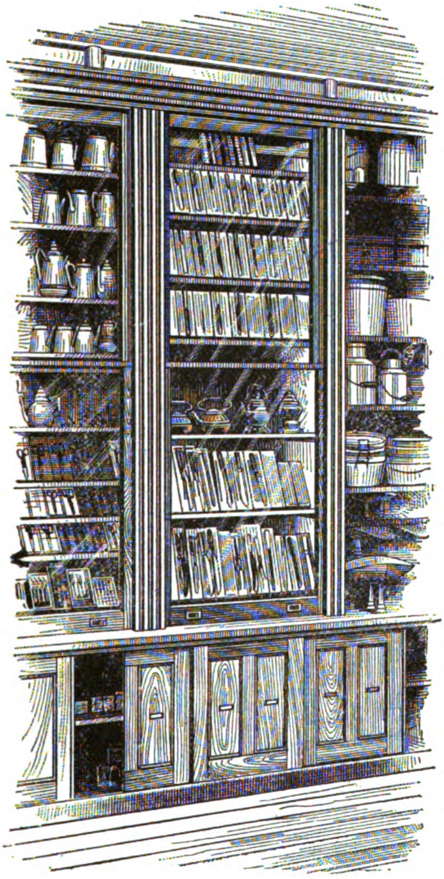


Fig. 6.—House Furnishings and Cupboards.

A wall case of modern construction which embodies some interesting features is shown in Fig. 7. The case is provided with plate glass sash hung with weights, which, when raised, slide above the cornice at the top. Three drawers in the section contain such goods as are too small to exhibit on the racks above. The drawers are equal in hight to the lower rail of the sash, and are consequently obscured from view when the sash is down. Each of the racks on which the goods are sampled consists of two strips of wood, one at the front and the other near the back of the case, placed at unequal hights. The front strip is a round piece with a groove at the back sufficient to allow the handles of the goods to rest in it.

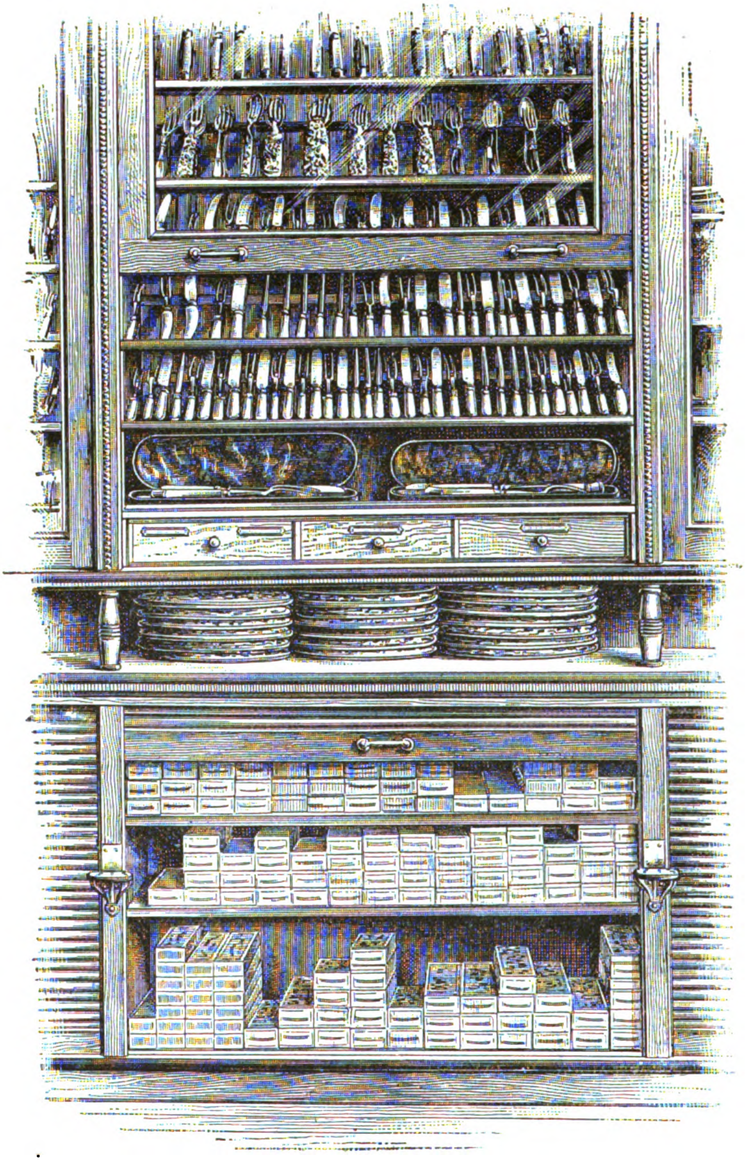


Fig. 7.—A Modern Wall Case.

The back piece is not grooved, but the blades or tangs rest on it, bringing the goods into prominent sight. The section to the right of the one shown is shelved, alternate shelves being cut in to permit of displaying sets of Carvers and other goods in cases, with the covers raised. The space under the ledge is fitted with fronts similar to roll top desks, which slide upward and back, protecting the goods from dirt and dust, and which are entirely out of the way when opened. These cup-

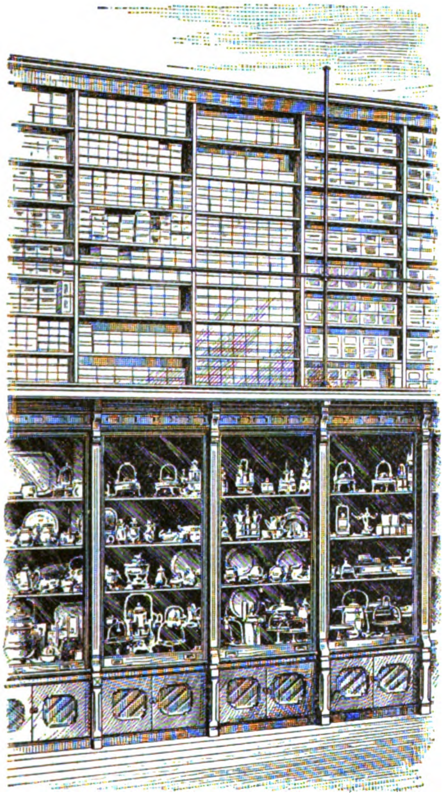


Fig. 8.—*Silver Ware Case.*

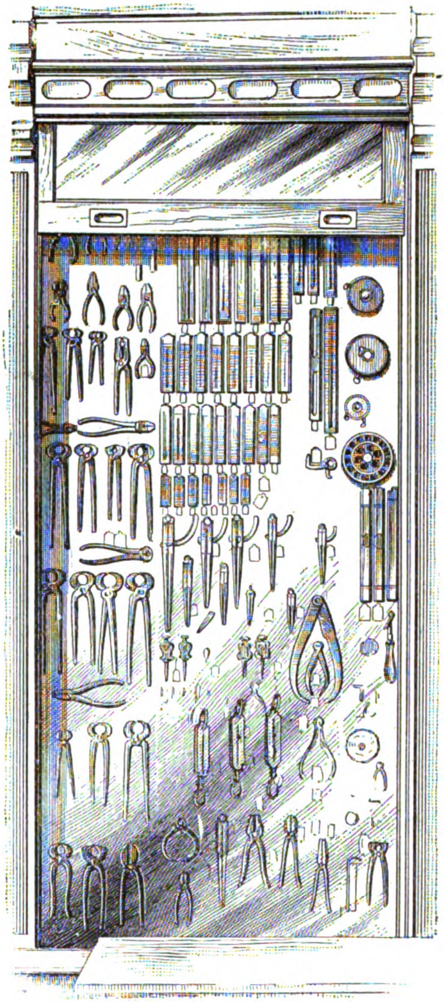


Fig. 9.—*Sample Wall Case.*

boards under the ledge are devoted to duplicate stock in full packages. Metal steps fastened to the uprights enable the salesmen readily to reach the higher goods in the cases above. Immediately above the ledge is an open space for miscellaneous goods, which is utilized for keeping fancy wood Bread Plates. The cases are handsomely finished and trimmed, presenting an elegant appearance.

An illustration is given in Fig. 8 of the appearance of a well arranged case of Silver Ware. The case is lined with red cloth, and the cupboards below are used for surplus stock. The case is of the same hight as the shelving adjoining it, and has a gallery and shelving above it.

The wall case shown in Fig. 9 is used for samples only. It has plate glass lifting sash 9 feet high, and the goods are shown against a green background. This is one of a series of cases which extend 69 feet along one side of the building in which it is placed and in which the plan has been followed of having all kinds of Hardware neatly sampled.

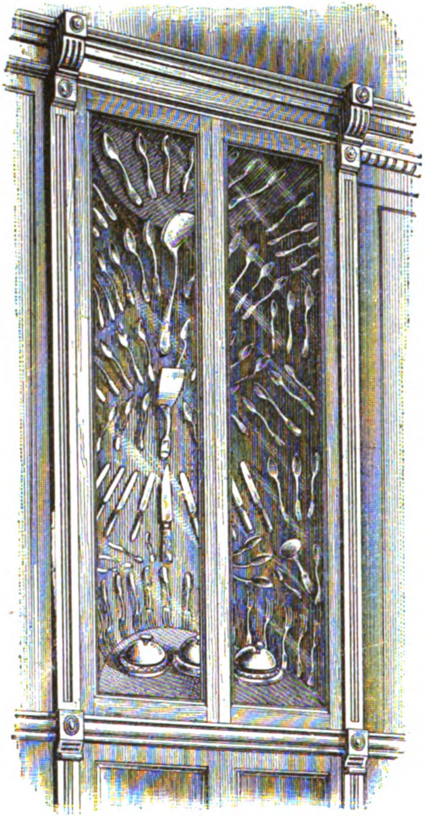


Fig. 10.—*Samples of Flat Ware.*

The case shown in Fig. 10 has a concaved back, lined with black material, upon which are sampled Silver Plated Spoons, Knives and Forks. The case is used only to sample flat ware, not to retail from, and presents a striking and attractive appearance. The larger goods are sampled in the center, with others at the sides diminishing in size to the outside edges.

The upright case illustrated in Fig. 11 is 13 feet long and 22 inches deep, in which Saws and Edge Tools are shown to advantage. This case is built into the shelving near the store entrance and extends up from the ledge to the gallery.

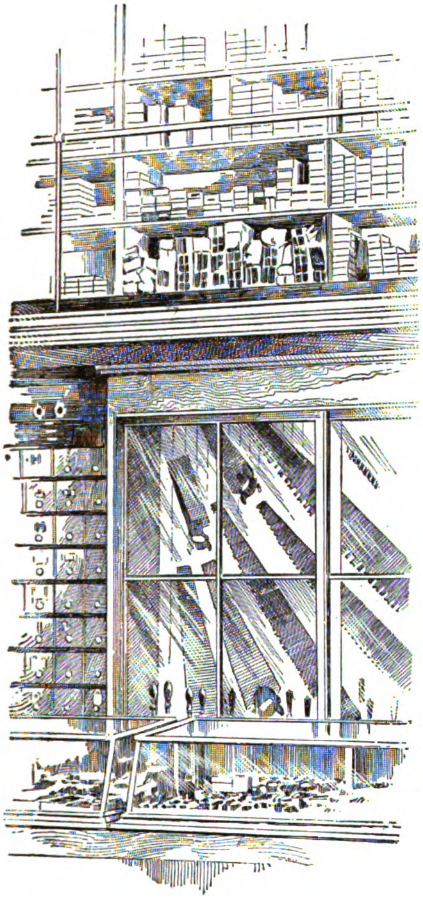


Fig. 11.—*Display Case.*

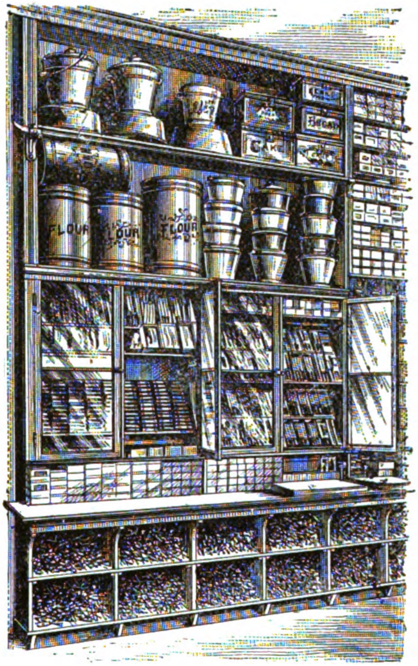


Fig. 12.—*Upright Cutlery Cases.*

Fig. 12 illustrates upright cases used for Cutlery, where counters and counter showcases are dispensed with. The cases are at the end of the shelving next to one of the show windows, consequently at the front of the store. Table Cutlery is kept in small open tin boxes, one for Knives and one for Forks of each pattern, and placed on an incline, one box above another. This arrangement allows customers to see a number of one pattern instead of being obliged to choose from a sample of each. Pocket Cutlery is sampled on a plush covered board, a customer thus seeing the whole line at a glance. The Cutlery is protected from dust and dirt by glass doors, underneath which the surplus stock is kept. Japanned Ware is accommodated in the shelving above.

The upright case shown in Fig. 13 is arranged for carrying stock and displaying samples of Dog Collars. The Collars are on racks, made by placing upright pieces running from top to bottom of the case and about 10 inches apart. Through the uprights are passed short pieces which project 4 inches on either with a knob on the end. The pins are placed one above the other and at varying distances apart, from 3 to 8 inches, and will accommodate from three to five collars each, making a fine display of goods, any one of which can be quickly shown to customers. All Collars are tagged

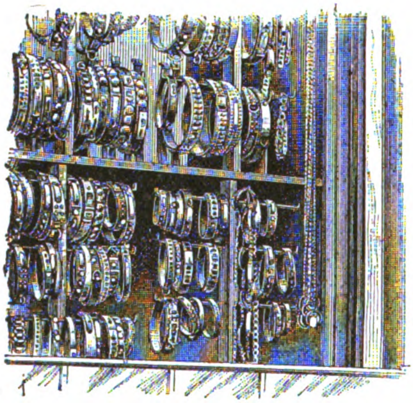


Fig. 13.—*Wall Case of Dog Collars.*

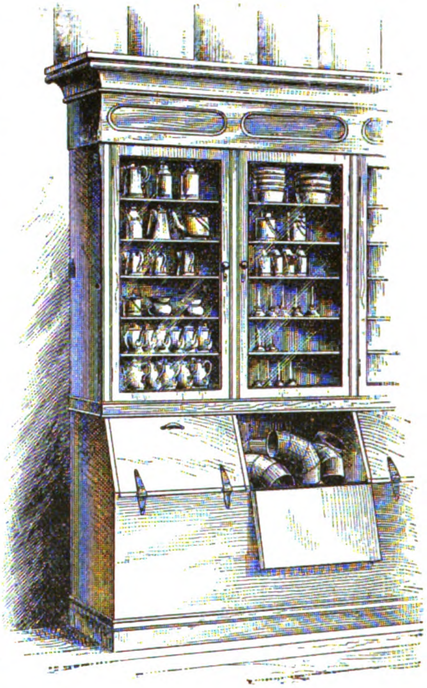


Fig. 14.—*Wall Case with Covered Bins Beneath.*

with their prices, numbers and length. A large variety can thus be conveniently accommodated.

Upright showcases are sometimes provided with covered bins beneath, instead of with drawers or shelving, as illustrated in Fig. 14. The ones here shown are designed for holding Elbows, Hollow Ware, Stove Pipe and other unsightly goods, at the same time protecting them from dust and dampness.

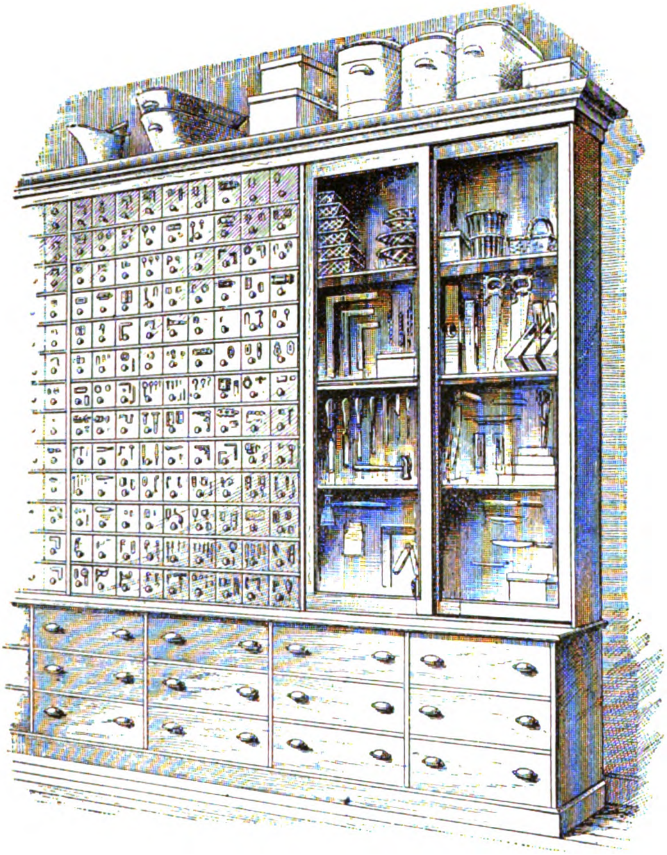


Fig. 15.—*Glass Cases and Shelving.*

The upright showcase represented in Fig. 15 is on a base 18 inches deep and 2 feet 9 inches high. The ledge above the drawers is 6½ inches wide and the case and adjoining shelving 12 inches deep. The case is arranged with shelves, and, as shown, contains Saws, Levels, Squares, Chisels and other tools, while Wicker Knife Trays and Baskets occupy the upper shelf.

It is often convenient to have sliding shelves immediately under upright cases, to be drawn out to place goods on while they are being examined by customers, thus saving carrying the articles to an adjoining counter. A shelf about 2½ feet long and 15 inches wide is perhaps a suitable size.

CHAPTER X.

Ceiling Arrangement.

There is a good deal of difference of opinion among careful Hardwaremen who give attention to questions of arrangement, as to whether it is desirable to make use of the ceiling to any considerable extent for suspending samples of goods. Some merchants do not allow any goods to be hung from the ceiling, while others are much in favor of the practice. Whether or not it is advisable in a given case will depend largely on the hight of the ceiling, the size and shape of the store and other features of arrangement. If this method of display is adopted it is certainly necessary that a good deal of attention and skill should be given to the matter, as unless taste and care are exercised the result is likely to give a confused and unattractive appearance to the store. In favor of the practice is the fact that such use of the ceiling brings the goods thus exhibited into very prominent display, and if skillfully done gives the store a full appearance, suggesting to the customer that it contains a wealth of goods. The following illustrations represent various

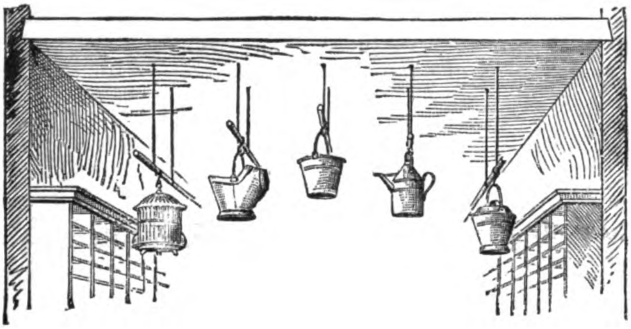


Fig. 1.—Method of Suspending Articles from Ceiling.

methods of thus utilizing the ceiling space which have been found desirable for displaying and keeping stock.

The arrangement shown in Fig. 1 is peculiarly adapted to a store which is long and narrow. A ¼-inch gas pipe is fastened to the ceiling joists by welding a ⅜-inch lag screw to one end, the other end being fastened to ⅜-inch pipe running lengthwise of the store, thus making a hanging rack from which articles are suspended Two of these racks are placed one on each side of the store, two more toward the middle and higher up, and another running along the middle of the store. When the racks are hung full of goods something of an arched effect is secured, provided a judicious selection of articles has been made so as to give balance and symmetry. At the same time the goods are certainly displayed to excellent advantage. The articles hung on the supports include Bird Cages, Chamber Pails, Lanterns, Coal Hods, Creamery Pails, Covered Tin Pails, Well Buckets and various kinds of Tinware that does not nest. The hight at which the goods are suspended is such as not to interfere with a full view of the shelving. The goods are hung on movable wire hooks so as to change, as may be desired, the location of the different articles.

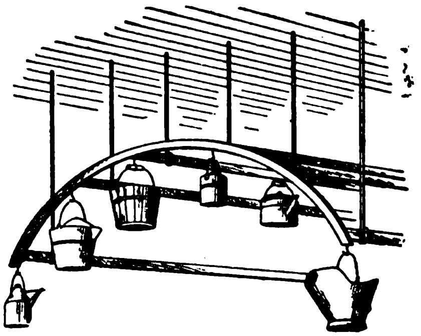


Fig. 2.—Arched Ceiling Hangings.

A plan commonly adopted is to have wooden strips, 3 inches wide and 1 inch thick, securely bolted to the ceiling, in which wire screw hooks are inserted, upon which the goods are hung. This arrangement has not the advantage of the arched effect secured in the one shown in Fig. 1, but may sometimes be advantageously used, especially with a relatively low ceiling. Prices and sizes in many cases may be marked on the bottoms of the articles, the goods being taken down by means of a pole having a suitable hook in the end of it.

Fig. 2 shows stringers made of 1-inch lumber, 2 inches wide, which run lengthwise of the store. They are suspended by ¼-inch or 5-16-inch iron rods screwed in the ceiling, the lower ends being bent so as to hold the stringers. The rods are about 7 feet apart. The outer stringers are placed lowest down, the others rising as they approach the center, thus making an arch which when filled with Tinware and similar goods presents a good appearance, giving the store the effect of being well stocked, an impression which is somewhat strenghtened by the size of the structure on which the articles are suspended, as contrasted with the lighter effect which is secured in Fig. 1. Common screw hooks are placed in the stringers at such distances as the ware requires, 6, 9 or 12 inches apart. A circular piece of wood connects the ends of the stringers, thus contributing to their arched appearance.

A Brush rack to hang from the ceiling is illustrated in Fig. 3. The rack is made by cutting down a clothes horse of the style shown, using only the upper portion and suspending it from the ceiling, as indicated in the cut, with cords, pulleys and counter weight. The counter weight is a bag of shot which can readily be loaded more or less heavily as the weight of samples is increased or diminished. For attaching the samples small screw eyes are inserted in the rack, the eyes being twisted a little to one side so as to form a hook, and curved so that articles can be taken off only by lifting and twisting slightly, as in the case of a whiffletree hook. When the rack is thus prepared small screw eyes are placed in the ends of the Brushes to be exhibited. Each Brush is marked with the cost and selling price by the piece and also with the price per dozen, and has also a number corresponding to the number on the box in which the stock is kept. When a customer calls for a Brush

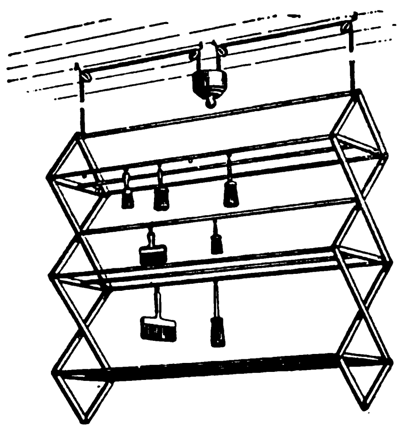


Fig. 3. Brush Rack.

the rack is pulled down to the proper level for convenient inspection, thus permitting him to see the assortment at a glance, and to give the desired article that critical examination which is so much appreciated by the average buyer. The salesman knowing the box number can readily give him a Brush clean and fresh from the stock. A similar system can obviously be readily applied to many other goods which are adapted to such a display. This method of exhibiting Brushes is referred to by those who have used it as possessing many advantages, resulting as it does in the saving of a salesman's time, the securing of an attractive and effective display, and keeping the general stock from being handled and thus preventing the goods from becoming shopworn.

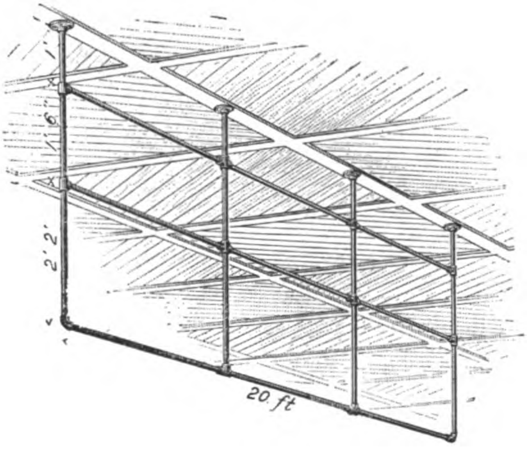


Fig. 4.—Rack for Bird Cages.

An arrangement for the accommodation and display of Bird Cages is illustrated in Fig. 4. This consists of a frame of ¼-inch gas pipe fastened to the ceiling with plates. The frame is 20 feet in length and has a drop of 4 feet 8 inches. It has two center pieces and three cross bars, the two lower bars being 2 feet 2 inches apart, and the upper one 12 inches from the ceiling. This rack will hold 75 Bird Cages.

To provide convenient ceiling display of Lamps, Lanterns, Bird Cages and this class of goods directly over the counter,

½-inch gas pipe may be suspended by means of strong wire hooks at a proper distance above the counters, and the goods hung on the pipe by means of S-hooks.

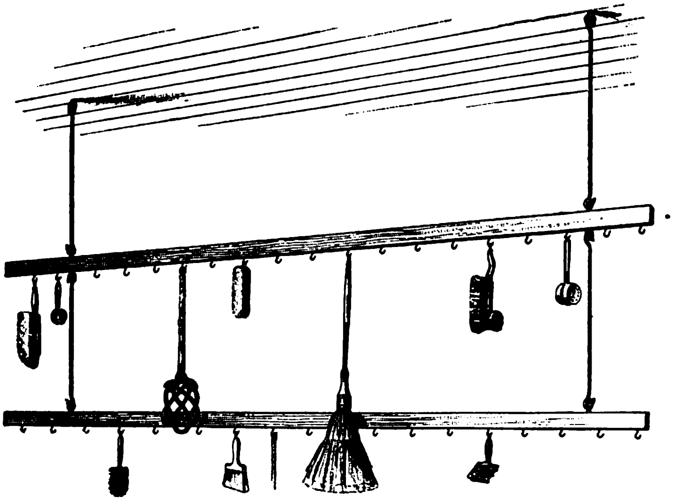


Fig. 5.—*Suspended Rack for Dusters, Etc.*

A rack such as is represented in Fig. 5 may be suspended from the ceiling over a counter, or at some other convenient

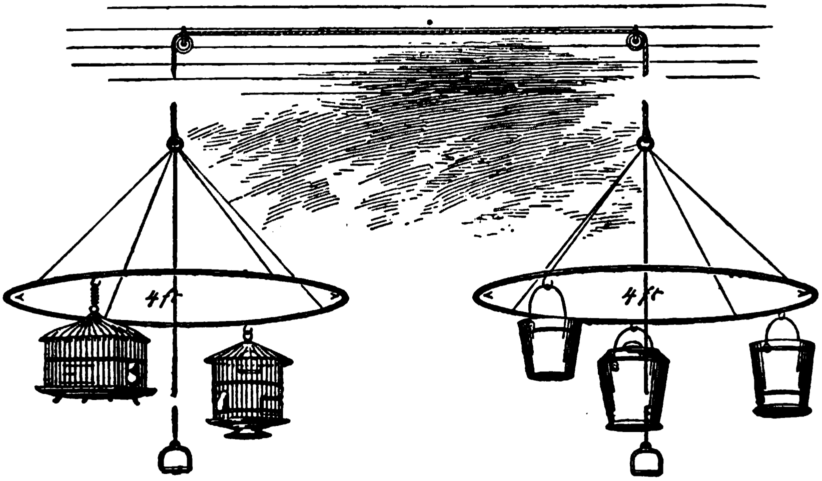


Fig. 6.—*Arrangement of Bird Cages, Pails, Etc.*

place in the store, for holding Feather Dusters, Brushes, Whisk Brooms and similar goods. Light wooden strips are hung from screw eyes in the ceiling by wire hooks. The goods are hung from small screw hooks screwed into the strips.

To avoid the necessity for using a pole with a hook in the end for taking down goods two circular racks counterbalancing each other may be arranged, as shown in Fig. 6. These racks are simply large rings, about 4 feet in diameter, made of 5-16-inch round iron and attached to a ring by four pieces of No. 12 plain wire. A rope runs from two ordinary pulleys, one at each side of the store, the racks being drawn down when desired by means of the cord to which the D-handle is attached. Samples are attached to the rings by means of wire hooks.

A home-made Whip rack is illustrated in Fig. 7. It consists of a wooden ring suspended from the ceiling, having in its under side a number of screw hooks, over which the Whips are hung.

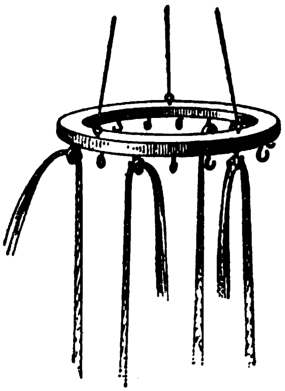


Fig. 7.—Device for Horse Whips.

An arched device, which rests on the floor instead of being attached to the ceiling, is shown in Fig. 8. It is made of 1¼-inch gas pipe bent in the form of an arch, the top of which is a short distance below the ceiling. Holes ⅜ inch in diameter are made in the pipe 14 inches apart. Threads are cut in the holes and hooks 12 inches long are screwed in on both sides. The uprights of the arch are attached to the floor by plates 4 x 8 inches in size, ½ inch thick. The plates are screwed on to the pipe and are then fastened firmly to the floor by lag screws. The whole structure is painted green or other suitable color, and the tips of the hooks and the couplings are bronzed, making an attractive finish. The economy of space is one of the advantages possessed by such an arch, exceedingly little floor space being used. The manner in which the racks can be used in connection with display racks or stands for the exhibition of samples is indicated in the illustration, but it is obvious that a good effect can be secured in other ways.

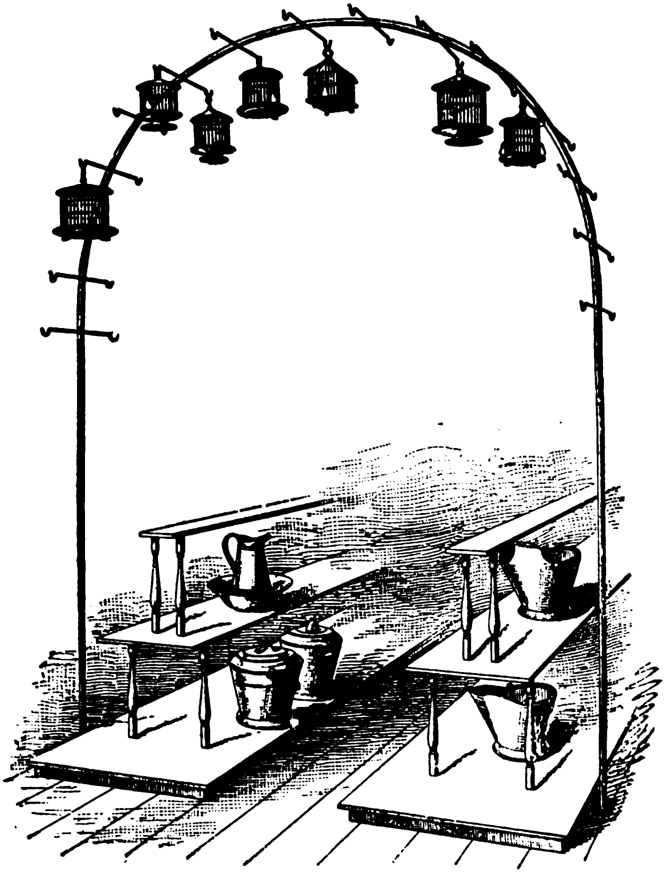


Fig. 8.- *Bird Cage Arch.*

CHAPTER XI.

Sampling Goods.

That the display of samples of goods in the store is an important aid in bringing them in such a way to the attention of customers as to induce sales is generally admitted, as well as the fact that the desirability of suitable sampling can hardly be overestimated. While goods are thus presented in an unobtrusive but effective manner to the attention of those who visit the store they at the same time do much to render it attractive. Economy of space combined with an extravagance of display is a paradoxical statement of the policy which may be pursued with advantage by the Hardware merchant.

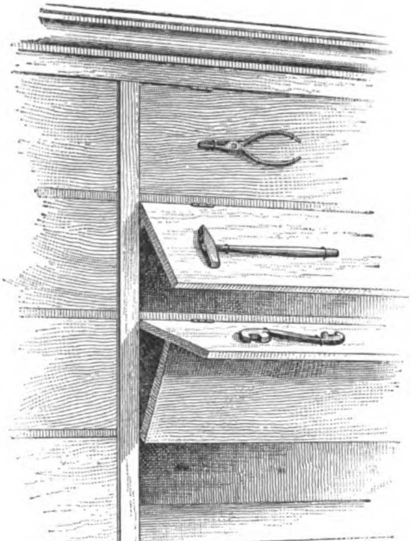


Fig. 1.—Lids for Shelving.

In the arrangement of samples there is opportunity for much care, taste and skill, for if the display is made in a slovenly or unattractive manner the effect, though a profusion of goods be kept in sight, will be far from pleasing. System and uniformity should be regarded in sampling, whatever system is used—whether wooden boxes, original packages, hinged fronts to shelves, swinging sample boards, stands, pyramids, sample wall boards or showcases. Samples should be neatly and regularly attached, for if they are out of line, crooked and confused, they will not present a good appearance. As a general rule it is usually well to have the same class of goods near together, and in the arrangement of sample boards or large displays to have the larger and heavier goods at the bottom and the lighter ones at the top. Small goods are generally given a place in the first tiers of shelving, where they show off to the best advantage, while larger articles may be placed further from the entrance. It should also be borne in mind that samples are liable to become shopworn, and fine and expensive goods which are liable to be injured by handling or by exposure should be suitably protected.

In the chapter devoted to special lines of goods many illustrations will be found of methods of displaying samples of the different articles. Thus, for information in regard to Locks, Door Trimmings, etc., the reader is referred to Chapter XXIX ; Cutlery, Chapter XXVII ; Brushes, Chapter L ; Steel Goods, Chapter XVII, etc.

Chapter VI, relating to show windows, Chapters VIII and IX, relating to counter and upright showcases will also give many suggestions.

Those who prefer keeping goods in original packages and desire to give a uniform and neat appearance to the shelving have found lids hinged to the shelves, as in Fig. 1, a convenient method. It also provides ample space for sampling the line of goods kept in the shelves back of the lids. If desired, the lids may be hinged to the bottom of the shelves instead of at the top, as shown. A light chain fastened to the inside of the lid near one of the upper corners, and also to the inside of the shelving, prevents the lid covering the samples below, when open, and provides an extension of shelf room on which packages may be placed while showing goods to customers.

A convenient arrangement of sample boards in upright showcases is shown in Fig. 2. These are constructed to accommodate a large number of samples in a most economical manner and to utilize space which is usually wasted. This is accomplished by having two extra sample boards, one on each side, corresponding to the glass doors in front, pivoted at the top and bottom, and placed between the sample board at the back of the case and the glass doors in front. The arrangement provides four extra surfaces for sampling, both sides of each board being available, as they can be swung open at right angles to the back of the case.

Drawers with doors above, upon which Tools are sampled,

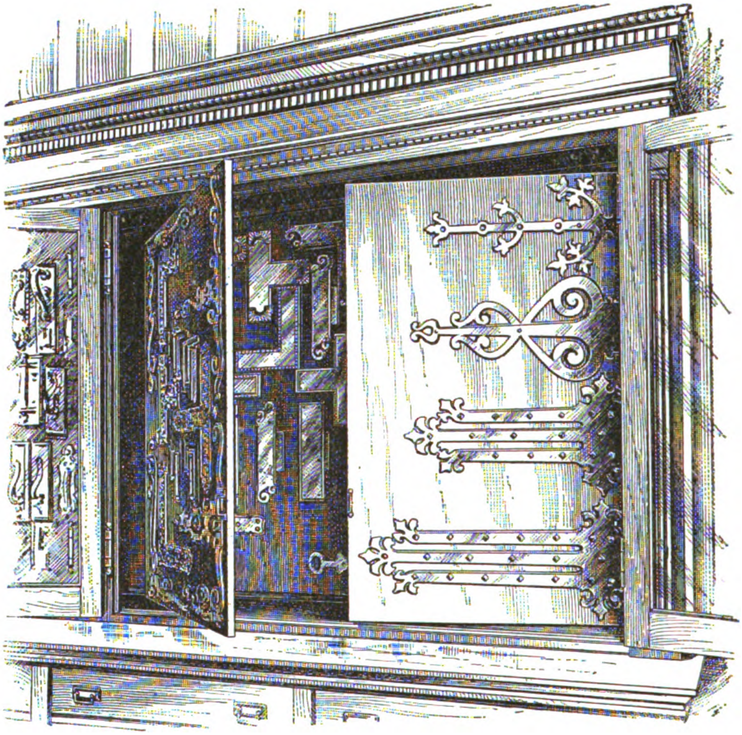


Fig. 2.—Sample Boards.

are shown in Fig. 3. Having doors closed on the shelving keeps the stock clean and free from dust. The closets thus formed are devoted to Mechanics' Tools, the doors furnishing a surface for the effective sampling of the goods. It is obvious that this arrangement can readily be adapted to many kinds of Hardware.

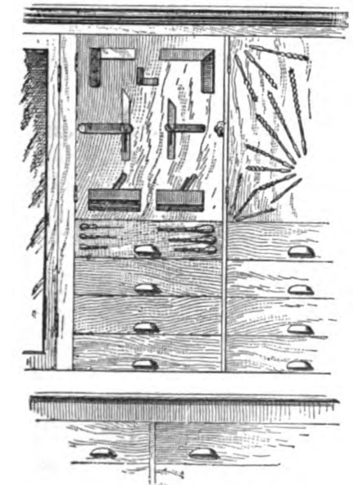


Fig. 3.—Method of Sampling Tools.

Figs. 4 and 5 represent a method of sampling Shelf Hardware and of keeping goods in original packages. The plan shown in the two illustrations is substantially the same, double doors being used in one instance and a single door in the other. Original packages become soiled and more or less worn by handling; but the doors hide such disorder and present a fine appearance, while they encroach only a few inches on the store space. The doors or cases hinged in front of the shelving are about 3 inches deep, the back and sides being lined with dark cloth against which may be displayed Spoons, Cutlery, Tools, and the endless variety of bright and attractive goods which go to make up a Hardware stock. The front of each case has a glass door, hung on separate hinges from those on which the case itself is hung and is fastened to it by a hook. The samples may thus be reached to allow a purchaser to inspect them more closely, or to replace or renew them without disturbing the case. The goods on the shelves may, of course, be reached by opening the entire case without opening the sash from the case, the two moving together. Price-lists are kept on the back

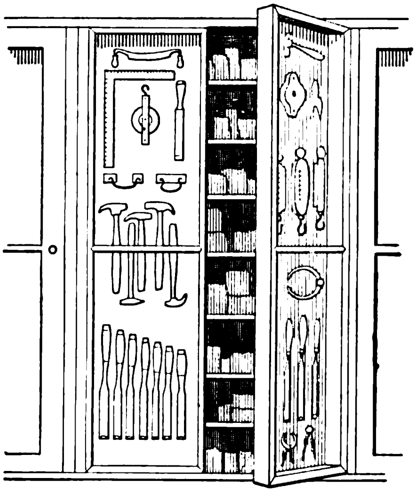


Fig. 4.—Method of Sampling Shelf Hardware.

of the cases, relating to the goods concealed behind them. An array of Hardware in a series of such cases imparts to a store an appearance of elegance, also saves much time and labor in dusting and arranging goods, as is necessary when goods are kept on open shelves or placed in wooden shelf boxes.

To increase the space available for sampling, swinging boards may be employed, as shown in Fig. 6. The boards are about 2 feet long by 1½ feet wide, painted green or other suitable color, and are hung by angle irons to the uprights of the shelving. Swinging either way as they do, they are but little obstruction to the shelving and largely increase the room for the display of samples. The boards are sampled on both sides, and are placed at a convenient hight from the floor for the inspection of customers.

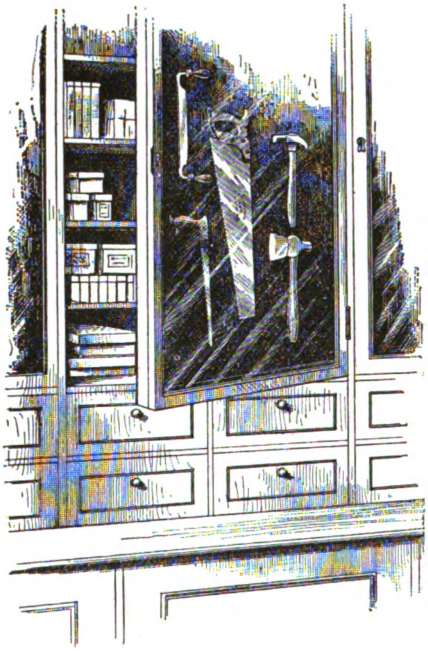


Fig. 5.—*Shallow Showcases in Front of Shelving.*

Swinging sample boards similar to the one shown in Fig. 7 are often desirable to exhibit goods. A width of about 10 inches is suitable for such boards, and a length of from 30 to 40 inches, as required. The boards are hung at intervals along the shelving, with screw hooks and eyes, strap hinges, butts or spring hinges. Goods can be sampled on both sides of the board when hung with hooks and eyes or with hinges, but when spring hinges are used the board is always held out of the way, resting against the shelving. Price-lists may be fastened on the back of the boards.

The shelf boxes, one of which is shown in Fig. 8, have their fronts covered with green billiard cloth and sampled with the goods contained within. A price card giving single and dozen prices of the goods is attached to the front of each box. Each box has a washer ¾ inch outside diameter. The Washer is painted white on one side and red on the other, and is hung on a small wire hook on the upper right hand corner. When the red side is out it indicates

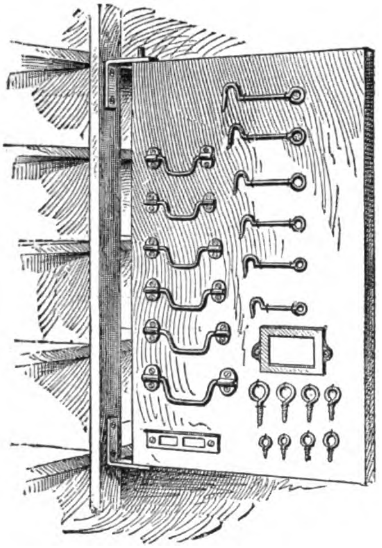


Fig. 6.—Swinging Sample Board.

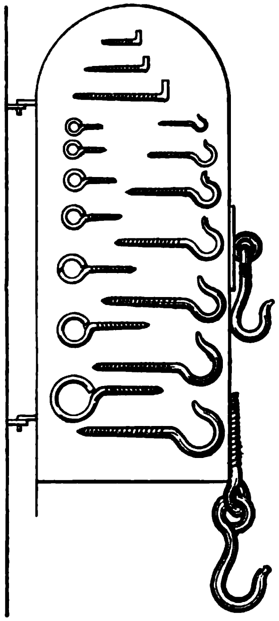


Fig. 7.—Swinging Sample Board.

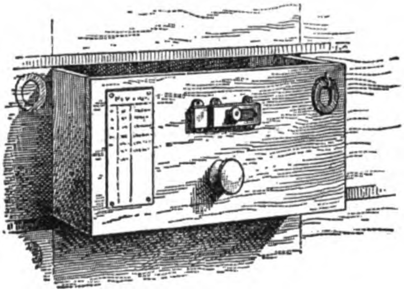


Fig. 8.—Shelf Box.

that the box has inside some of the goods sampled, but when the white side is out it shows that the stock is exhausted or nearly so and needs replenishing.

Sample boards may be attached to the wall, as shown in Fig. 9. A suitable size for such boards is 20 x 32 inches. They may be made 1 inch thick and painted green or some other desirable color. They are attached by buttons screwed on strips 2 inches wide, two buttons at the top of each board being sufficient to hold it in place. The strips are 1 inch thick, so that they come flush with the fronts of the boards. The boards are not separated from each other by vertical strips, but come edge to edge. This arrangement may well be used for sampling such goods as Drawer Pulls, Escutcheons, Harness and Clothes Line Hooks, Hammock and Wardrobe Hooks, Window Screen Corners, Door Springs, Door Bolts, Sash and Screw Pulleys, etc. Samples are screwed on where it is practicable to fasten them thus, otherwise they are secured in place with small staples. Price cards may be tacked to the boards, circular disks of cardboard being desirable for this purpose.

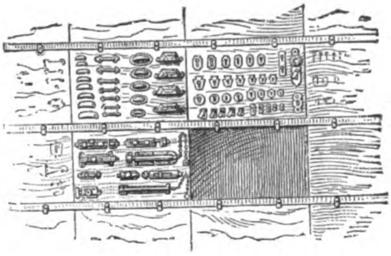


Fig. 9.—Sample Boards.

Sliding sample boards, as illustrated in Fig. 10, are very economical of room in showing many goods in a small space. The same plan could in many instances be carried out on a small scale to good advantage. The space occupied by the sample boards shown is 10 feet long, 7 feet high and 10 inches deep. A curtain the entire length, attached to a spring roller, may be drawn down in front at night and when sweeping the store. The boards are mounted on sheaves and run on tracks so that they may be pushed rapidly back and forth to display any of the samples desired Shelf brackets are attached, with large round head blued screws, with iron washers immediately under the screw heads. The other samples are fastened with screws, wire or blind staples, as is found most desirable. The

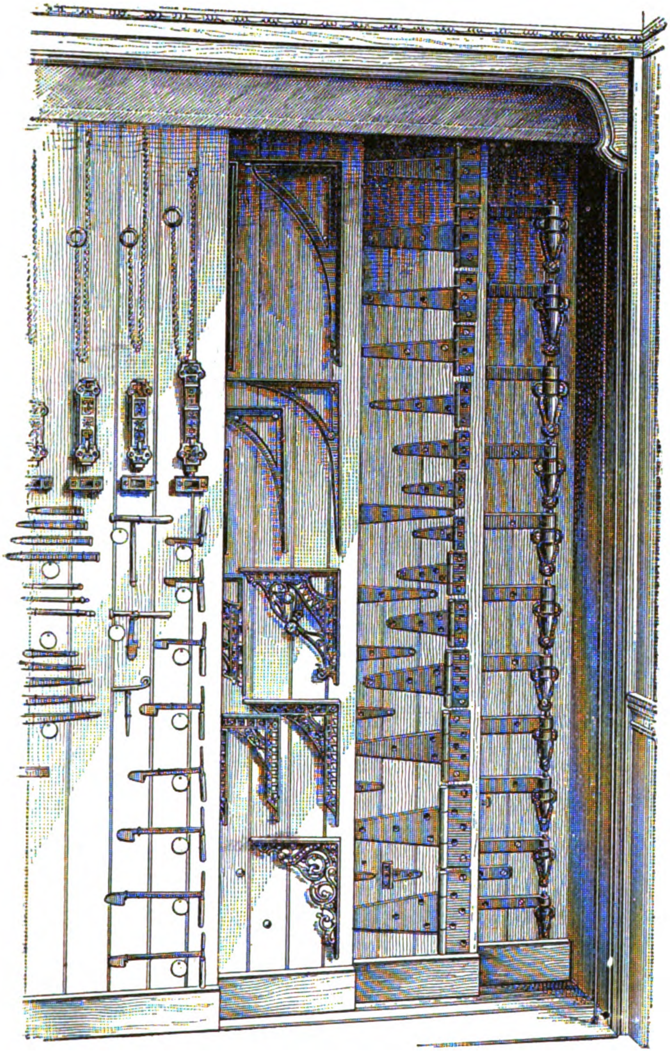


Fig. 10.—Sliding Sample Boards.

wall space back of the board is painted white and is used for displaying samples of a large line of Barn Door Hangers.

An excellent means of displaying the kind of goods used about fire places, such as Andirons, Fire Irons, Coal Hods, Vases, etc., is shown in Fig. 11. In addition to the ornamental effect produced by the fire place, a tasty and effective display can thus readily be secured. In the arrangement shown the shelving near the fire place is devoted to Lamps, Clocks, Aluminum, Enameled and Japanned Ware. Under the ledge are slides, which can be drawn out if desired, giving a convenient place on which to stand articles while presenting them to the inspection of customers.

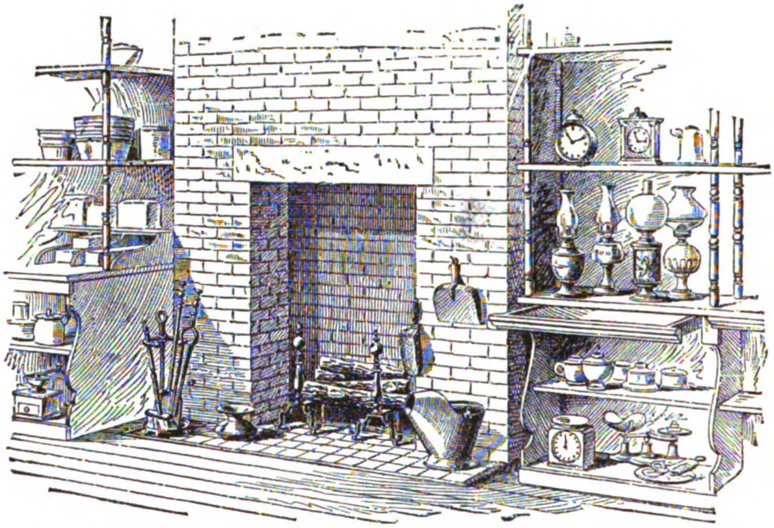


Fig. 11.—*Open Fire Place.*

Fig. 12 represents a rack for sampling, made in semicircular form, its width being 13 feet 2 inches and its hight 4 feet 7 inches. It is designed to stand out in the store, giving the samples an effective display and economizing room. If desired casters can be placed under it, so as to facilitate its removal from one position to another. The circular piece is made of

1⅛-inch pine, and the shelves of ½-inch pine. The detailed measurements are given in the diagram.

Racks for sampling Tinware and Galvanized Iron Goods, etc., are found desirable in some establishments. In Fig. 13 a rack is shown which is stood in the front of the store, occupying the middle of the room where there is a strong light. The rack is 10 feet long, 3 feet wide at the base and 4½ feet high. The four steps are each 10 inches wide, with 3-inch strips nailed under them for supports. It is stained cherry to make a more attractive appearance. On this rack Granite Ware, Counter Scales, Lanterns, Wringers and various other goods are sampled.

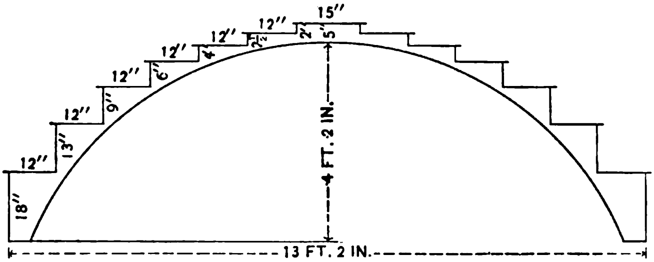


Fig. 12.—Coal Vase Rack.

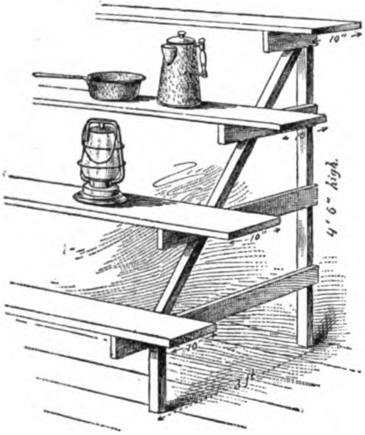


Fig. 13.—Rack for Granite Ware, Etc.

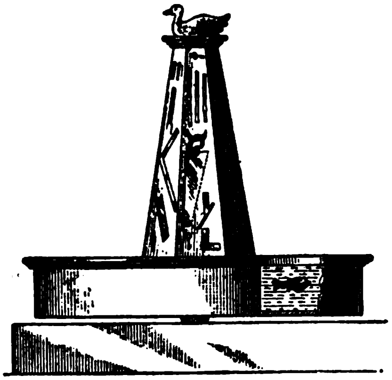


Fig. 14.—General View of Revolving Stand.

It has been found convenient in some stores to display all sizes of Strap and T-Hinges on a wall space about 2 x 5 feet in size, larger or smaller according to the room required to accommodate the samples. Screw hooks long enough to hold three pairs of each size of Hinges are screwed into the wall. For the larger sizes cornice hooks are used, cutting off the hook end, and for the smaller sizes square shouldered bright wire screw hooks are used. The first Hinge on each hook is fastened to keep it as a permanent sample. This arrangement shows all sizes at a glance, and is convenient to retail from. A little attention in dull moments keeps the hooks replenished from stock, which is kept elsewhere in bins, barrels or on shelves.

A revolving stand, such as is illustrated in Fig. 14, placed near the entrance of a store, and where it can be seen from the outside through the show window, usually attracts much attention. It is made with a base 6 feet in diameter, from which arises an hexagonal pyramid 4 feet in hight. On this are sampled small tools of various kinds. The galvanized iron pan in which the pyramid rests is filled with water, the whole being revolved by means of heavy weights suspended in the basement, the mechanism requiring winding once in every four or five hours.

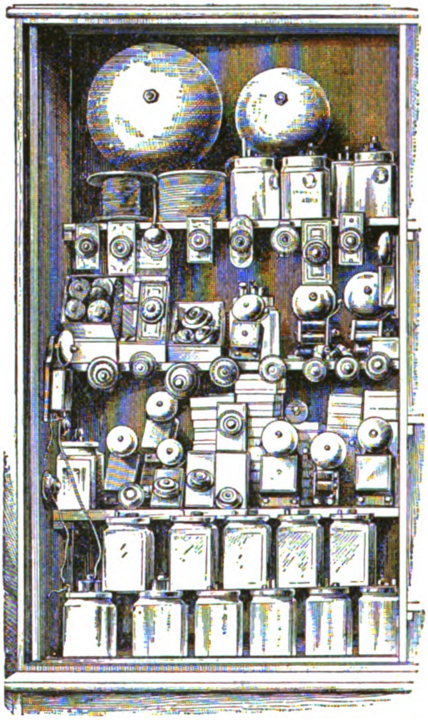


Fig. 15.—*Electrical Goods.*

Electrical Goods may be sampled, and at the same time stock carried conveniently, as shown in Fig. 15. Shelves are arranged in the regular shelving at a suitable distance apart to

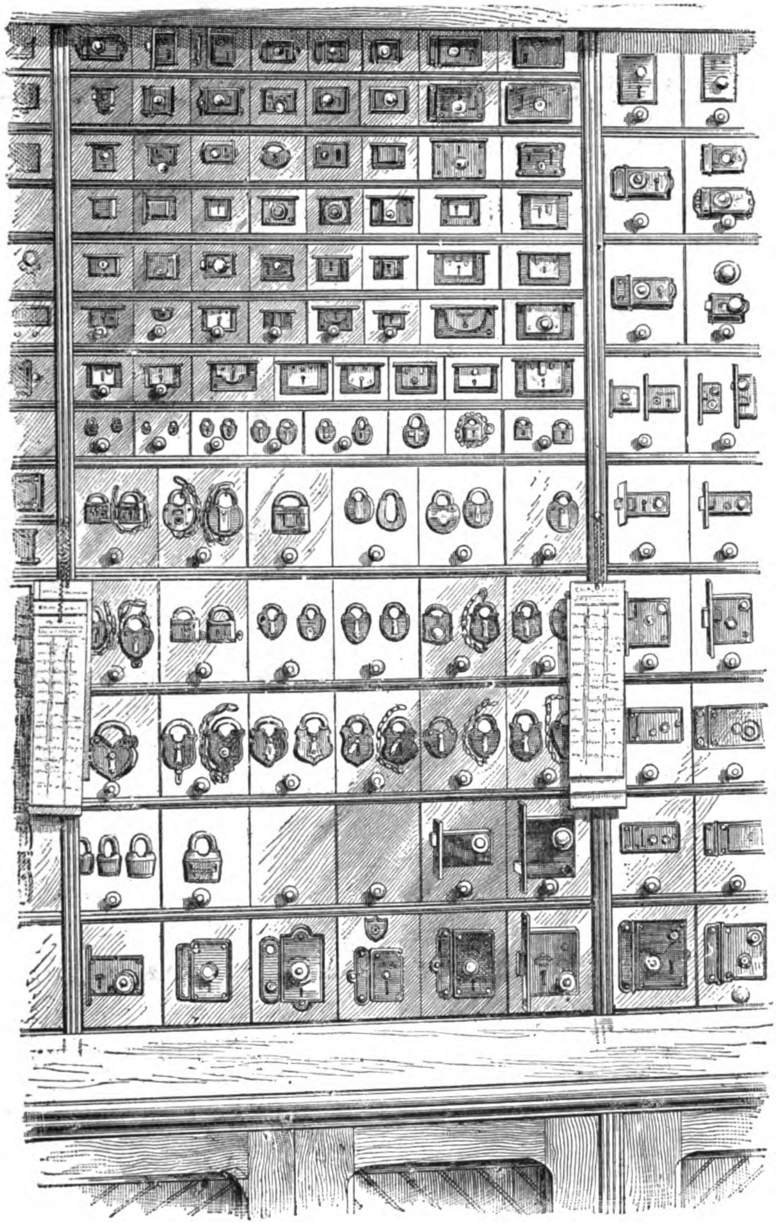


Fig. 16.—Sampling of Shelf Hardware.

accommodate the goods in the most desirable manner. The value of the display is enhanced by having a battery connected with one or more of the bells and operated by a push button, so that customers can test its working.

In Fig. 16 a good example of sampling Shelf Hardware is given, and the principle illustrated might obviously be applied to many other goods. Large boxes are devoted to large goods, and smaller articles are put in proportionately smaller boxes. The samples and the boxes, also, notwithstanding their diversity of size, are arranged with regularity. Padlocks of the same size and pattern, with and without chain, occupy the same box, so the two may be compared by customers. The boxes may have the fronts covered with green paper, or finished to correspond with the prevailing trim of the room. Price cards should be pasted on the side of each box.

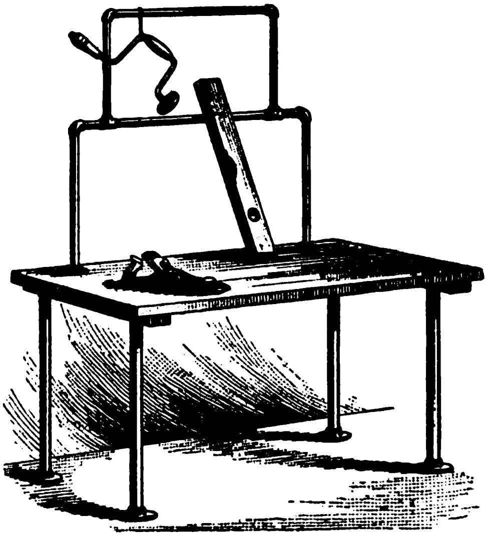


Fig. 17.—Display Stand.

A stand for the show window or counter may be made as shown in Fig. 17, for displaying Tools and other small goods. The illustration represents the stand as it would appear to a person standing on the sidewalk, if the stand was placed in a window. It is made largely of gas pipe and fittings, with a wooden platform resting on the lower standards. It is obvious that the stand is open to modifications as to hight, size, number of platforms, etc., to adapt it to the use and location for which it is designed.

Methods for attaching samples of Tin and Enameled Ware are shown in Figs. 18, 19 and 20. The holder, Fig. 18, is made of light tin plate and soldered to the bottom of the sample, Fig. 19, with the eyelet projecting sufficiently to permit it to be hung upon a nail or screw. Even a vessel with a projecting rim can be hung up in this way, as the thin holder will easily bend to conform to such shapes. Japanned goods, such as Bread Boxes, etc., may be hung on the wall in the same way. The solder applied to the bottom causes no serious defacement, as so little is used that a slight application of heat will loosen the holder. In sampling Enameled Ware, as in Fig. 20, screw hooks are used. Iron handled enameled Sauce Pans have a hole in the handle, which allows the article to be easily hung. For Pudding Pans, Preserving Kettles, etc , long screw hooks are used, as in Fig. 20, two of which hold a vessel in place with its bottom against the wall. This plan of sampling this class of goods obviates the necessity for driving nails or inserting screws through the bottom of the articles to fasten them to the wall, which would render them unfit for use.

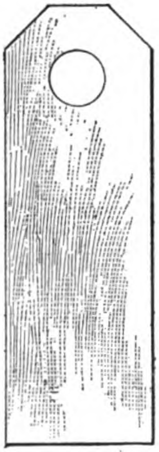


Fig. 18.—*Holder with Eyelet for Attaching to Samples.*

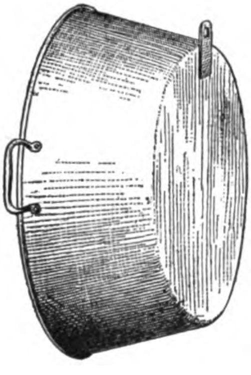


Fig. 19.—*Mode of Attaching Holder to Tinware.*

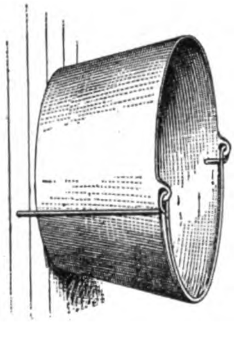


Fig. 20.—*Plan of Sampling Enameled Ware.*

A house furnishing table is shown in Fig. 21, which is a combination counter and display rack, with a hanging shelf above. The counter provides a place for sample display of Brushes and Kitchen Utensils, while bulky goods may be kept above on the hanging shelf.

In some establishments goods are sold from the gallery, and a gallery shelf is used as a counter for putting goods on. Under the shelf sample boards are hung, one of which is shown in Fig. 22.

In Figs. 23 and 24 are illustrated two racks for samples of Anvils, Vises, Drills, Steel Squares, etc. The rack represented in Fig. 23 is double faced, about 4 feet high and 3½ feet wide on the floor, and strongly built. The other rack, Fig. 24, rests on the counter and has six steps, 3 inches wide, with 3-inch risers. The top shelf is 6 inches wide, made of ⅞-inch stuff, and upon it a line of small Vises is fastened. The squares are kept in paper boxes, with the price and number on each box Each shelf is designed to accommodate a dozen Squares.

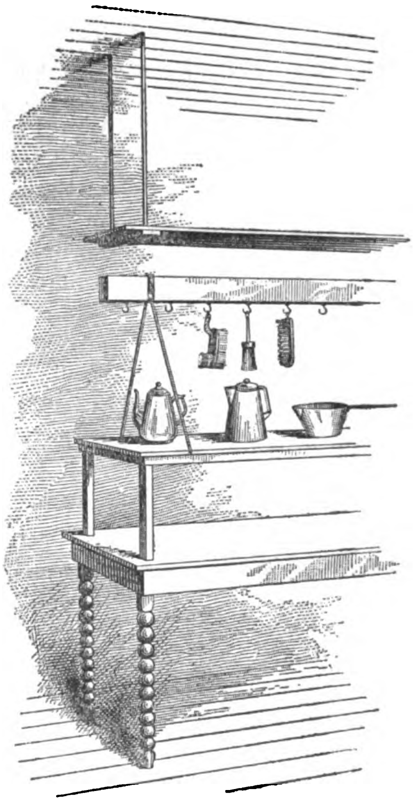


Fig. 21.—Counter with Display Rack and Hanging Shelf Above.

Hammers, Hatchets, Braces, Drawing Knives, etc., may be sampled as shown in Figs. 25 and 26. In this case the Hatchets and Hammers are not, as is frequently done, suspended from screw eyes in the ends of the handles, but rest on brass head nails inserted in the back of the case. The goods are thus convenient to reach, easy to take down and present a pleasing appearance.

A simple plan for displaying and carrying an assortment of sections for Reapers and Mowers is shown in Fig. 27. A board is selected 7 inches wide by about 2 feet long, the length to be determined by the variety of sections kept in stock. One of each kind of sections is placed upon the board, making two rows running its entire length. Holes are then bored in the board corresponding to those in the sections, using a 3-16 inch twist drill bit, after which 3-16 inch round rods 4½ to 5 inches long are driven into the holes. With this arrangement sections are not liable to get mixed, but, on the contrary, each kind is kept in its own place, since it cannot be put in any other

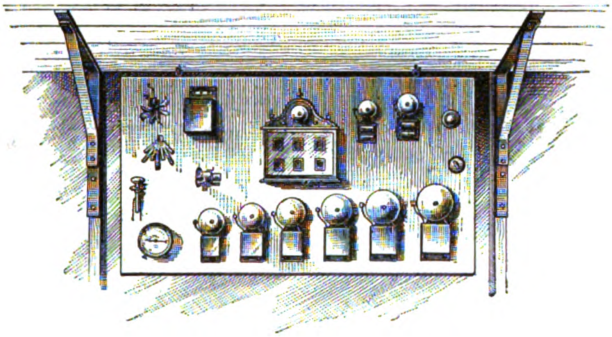


Fig. 22.—Gallery Shelf and Sample Board.

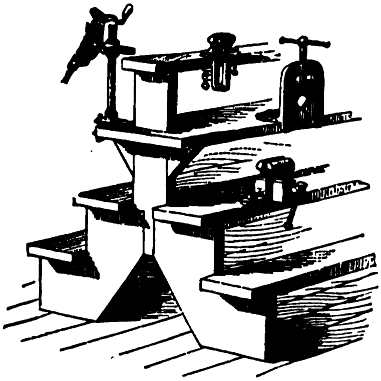


Fig. 23.—Rack for Anvils, Etc.

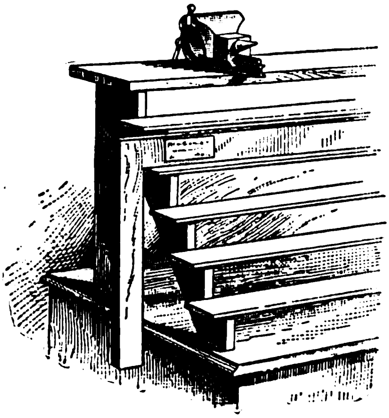


Fig. 24.—Steel Square Rack.

and fit perfectly. The name and size of each kind of section is put beside it on the margin of the board. When the season is over the board may be put away with other unseasonable goods, and its contents are in proper shape for invoicing. A great advantage possessed by this method is its convenience when it is desired to duplicate old sections.

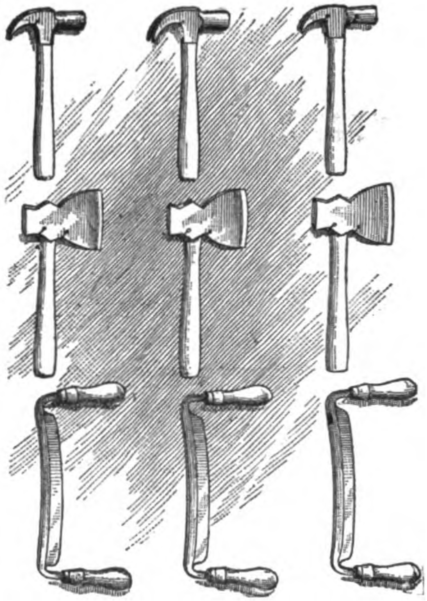


Fig. 25.—Method of Sampling Hatchets, Etc.

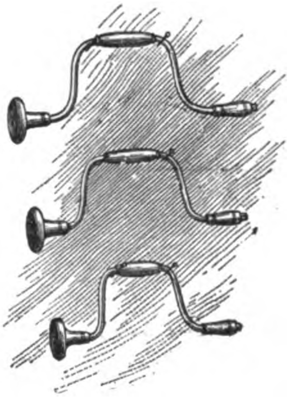


Fig. 26.—Samples of Braces.

Tacks, Nails, etc., are sampled on the card shown in Fig. 28, by making a small hole under the article, over which a waxed double black thread is drawn tightly, passed through the hole and fastened, the head being sunk in the cardboard. The card shown is 8 inches square and represents different kinds of Tacks, Nails, etc., with the size and retail price noted

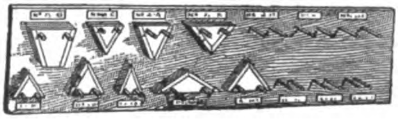


Fig. 27.—Samples of Sections.

above each. The size may obviously be increased or diminished to meet requirements. The sample card is mounted on thin board or on tin, and is kept hanging near the Tacks to show to customers to select from, as very few customers understand what is meant when asked whether they want an 8-ounce or a 10-ounce Tack. Much time is saved by the use of such a card,

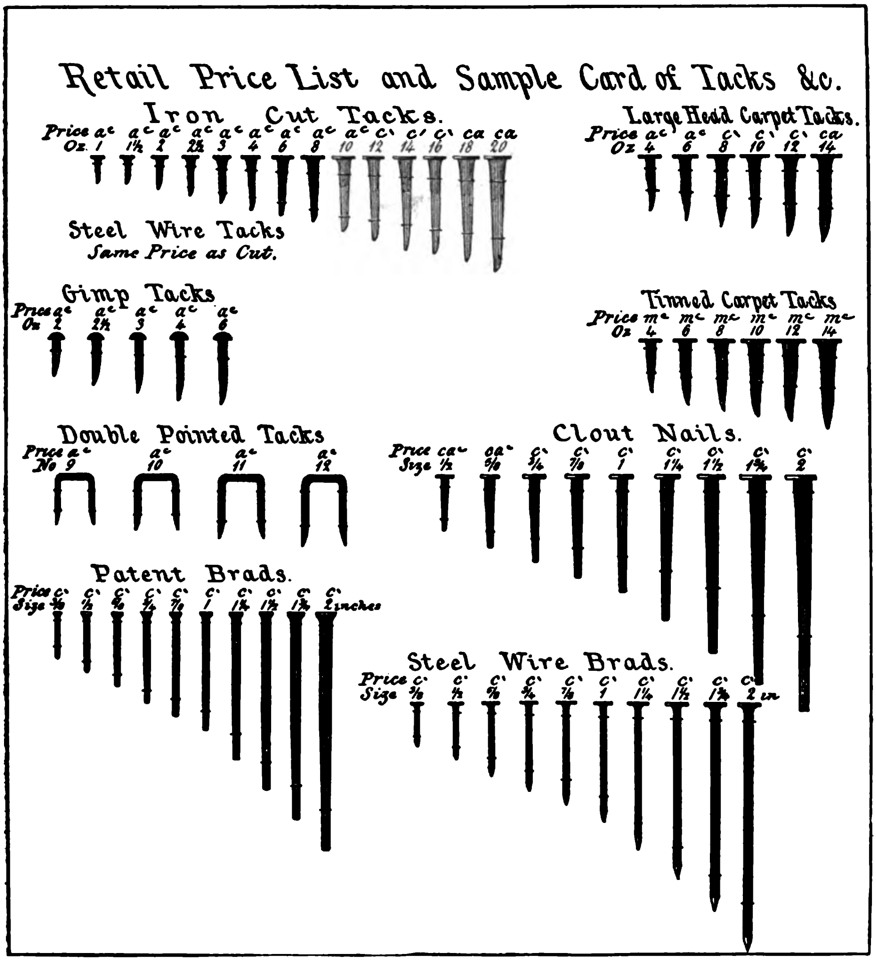

Retail Price List and Sample Card of Tacks &c.
Iron Cut Tacks.
Price ac ac ac ac ac ac ac ac ac c' c' c' ca ca
Oz. 1 1½ 2 2½ 3 4 6 8 10 12 14 16 18 20
Steel Wire Tacks
Same Price as Cut.
Large Head Carpet Tacks.
Price ac ac c' c' c' ca
Oz 4 6 8 10 12 14
Gimp Tacks
Price ac ac ac ac ac
Oz 2 2½ 3 4 6
Tinned Carpet Tacks
Price mc mc mc mc mc mc
Oz 4 6 8 10 12 14
Double Pointed Tacks
Price ac ac ac ac
No 9 10 11 12
Clout Nails.
Price ca ca c' c' c' c' c' c' c'
Size ½ ⅝ ¾ ⅞ 1 1¼ 1½ 1¾ 2
Patent Brads.
Price c' c' c' c' c' c' c' c' c' c'
Size ⅜ ½ ⅝ ¾ ⅞ 1 1¼ 1½ 1¾ 2 inches
Steel Wire Brads.
Price c' c' c' c' c' c' c' c' c' c'
Size ⅜ ½ ⅝ ¾ ⅞ 1 1¼ 1½ 1¾ 2 in

Fig. 28.—Sample Card of Tacks, Etc.

as customers can quickly designate the kind and size of goods they want, the asking of questions or opening of packages to show the sizes being thus avoided

The following suggestions as to the manner in which various articles of Shelf Hardware may be neatly and strongly sampled on shelf boxes of the kind shown in Fig. 29 may prove useful. Boxes with about 3½ x 18-inch faces should be provided for Chisels, which can be fastened by a screw through the box into the Chisel handle, and by a double pointed tack cut in two, one-half of it being driven each side of the blade near the point. The boxes may be divided lengthwise in the middle, thus providing for two sizes of Chisels in each box, commencing with the largest and smallest—⅛ and 2 inches in one box—and continuing in the same manner, taking the next largest and smallest sizes—¼ and 1¾ inches—and so on. Screw Drivers, Butcher and Shoe Knives may be sampled in the same manner as Chisels. Tape Measures may be fastened with square shouldered screw hooks, making a square with four hooks. Brass and Zinc Oilers can be sampled by soldering a ⅝-inch screw to the center of the bottom, which is screwed into the face of the box; the spouts being fastened by the side of the can with blind staples. Pliers can be fastened on with wire, two or three samples of different sizes looking well on one box. Rules, Auger Bits, Gimlet Bits, Bit Stocks, Countersinks, etc, are easily attached to the boxes with wire. Mortise Locks can be sampled with two small-sized tire bolts, with the heads cut off and bent to a right angle and passed through the screw holes in the face of the Locks. The nuts are then turned up on the bolts on the inside of the box until the Lock is firmly held. Front Door and Store Door Locks in sets may be sampled on

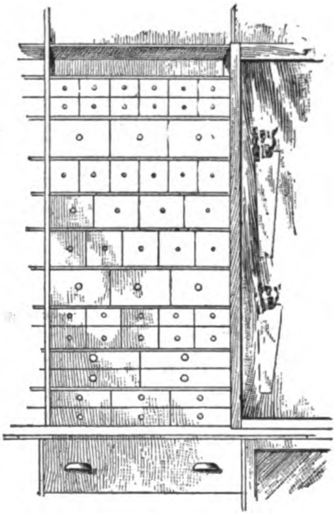


Fig. 29.—Saw Case and Boxes in Shelving.

boxes about 9 inches wide. When hinged fronts are used in the shelves in place of boxes the goods are sampled in the same manner as on boxes. Some prefer to hang samples on hooks, so the sample may always be sold and replaced by a fresh one from stock.

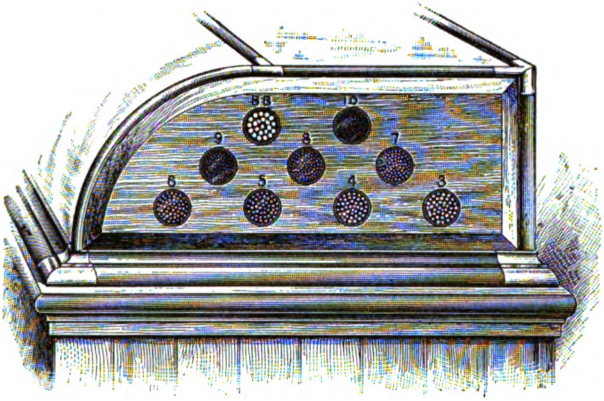


Fig. 30.—Method of Sampling Shot.

In Fig. 30 is illustrated a method of utilizing the end of a showcase for sampling Shot, when the case is on a counter near the place for wrapping up goods or otherwise in danger of having the glass broken. In this instance the end glass is replaced by a finely finished piece of wood, corresponding with the frame of the case. From a Shot sample board samples of

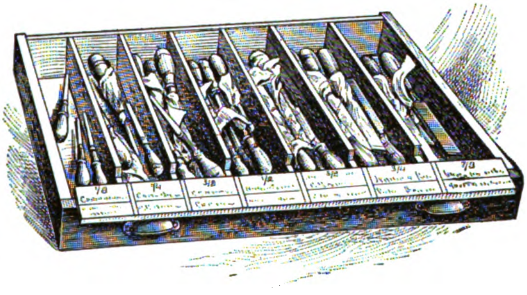


Fig. 31.—Prices on Chisel Drawer.

different sizes of Shot have been taken and set in the end of the showcase. The Shot samples are seen by customers waiting for their goods to be tied up and occupy what would otherwise be a blank board.

A method for keeping Socket Framing and Firmer Chisels, Augers, Auger Bits, etc., is illustrated in Figs. 31 and 32, the former showing the hinged board open upon which prices of the goods are marked. The partitions in each drawer are cut down at the front, deep enough to allow the hinged board to drop in flush, the board being fastened to the front of the drawer so as to allow it to be turned over, thus exposing the price. By this arrangement the price of the goods in each compartment is always directly before the salesman, with no chance of its becoming displaced, and obviating the necessity of looking elsewhere for prices.

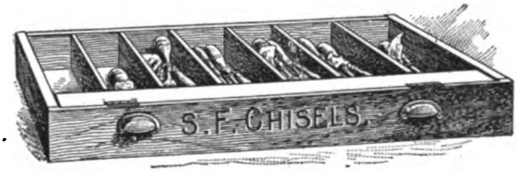


Fig. 32.—Drawer for Chisels.

A bracket for holding Transom Lifters is shown in Fig. 33. It consists of a board 7 x 3½ inches in size, secured on the top of a 5 x 6-inch bracket. Brass cup hooks screwed in the edges of the board hold the thumb pieces on the end of the Lifters. This plan allows the size of Lifter to be selected without trouble, and proves a very convenient way of displaying a class of goods for which it has often been hard to find a suitable place.

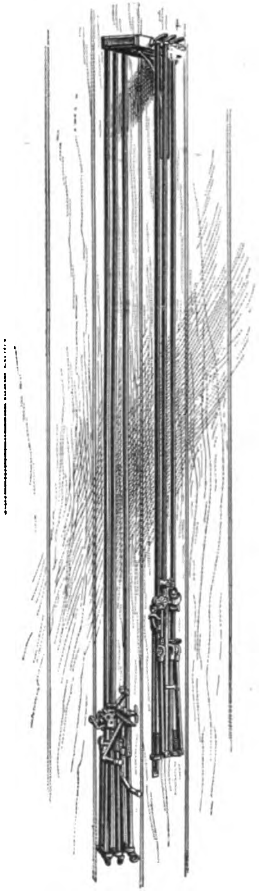


Fig. 33.—Transom Lifters.

CHAPTER XII.

Signs in the Store.

There are many goods which cannot be sampled and are not always known to customers as a part of the stock, such as Drain Pipe, Barb Wire, Fencing, Powder, Poultry Netting, Cement, etc. To bring this class of goods to the notice of the public signs as tasty, unique and prominent as possible may frequently be used with good effect. Examples of a few of the very many methods which may be adopted in this direction are given herewith. One of them is shown in Fig. 1, in which large letters in black are placed on zinc, painted white, the zinc being fitted into the curve of the cornice. The effect is referred to as good and the sign is certainly conspicuous. The entire length of the cornice may thus be utilized to receive the names of many articles to which it is desirable to call special attention.

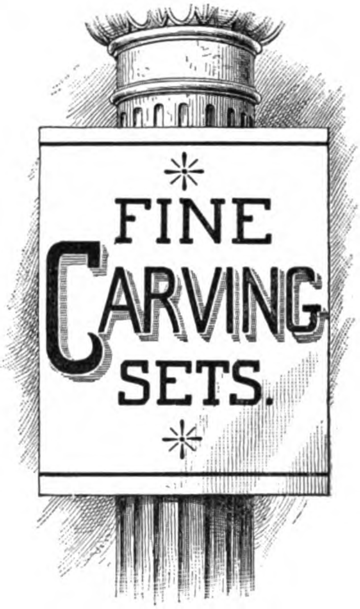


Fig. 2.—A Tastefully Lettered Sign.

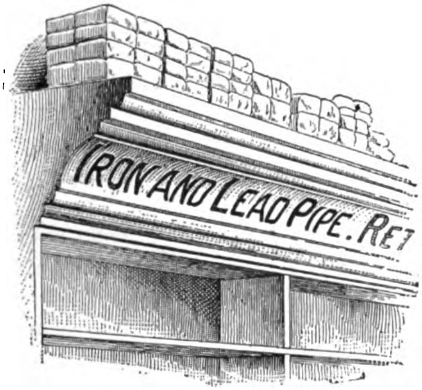

IRON AND LEAD PIPE. RET

Fig. 1.—Lettering of Cornice.

Season goods, or articles of which there may be an overstock, especially if they are too small to exhibit to advantage, may have customers' attention called to them by tastefully lettered signs placed in conspicuous positions in the store. The one shown in Fig. 2 was placed near the ceiling at the front of the store directly over the Cutlery counter. The showcases containing cutlery were arranged in the shape of a horseshoe around the iron columns in the center of the store, so that the column nearest the entrance afforded a desirable place to put the sign; and being near the ceiling it was among the first things to attract the attention of customers

From gas fixtures or at other conspicuous points in the store signs may be suspended, as shown in Fig. 3. The one illustrated is about 4 inches wide and 2 feet long, having gilt letters on a black background. These signs are designed to call the attention of customers to lines of goods not in sight, or goods which may be somewhat foreign to a Hardware stock, and for which customers would not think of asking. A large variety of sizes and styles will naturally suggest themselves to the enterprising merchant as adapted to the special requirements of his store.

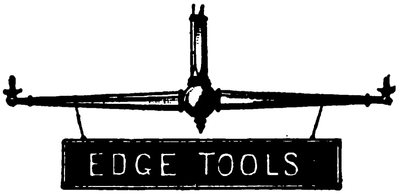


Fig. 3.—Gilt and Black Sign.

To overcome any uncertainty in regard to the correct selling price of any size or kind of Nails a conspicuous price card hung in the store has been found convenient, the prices being in figures large enough to be read at a distance. The price card which is shown in Fig. 5 is a blackboard surrounded by a neat oak frame about 32 by 60 inches, the markings being made with white chalk. The details are given in Fig. 4. The card is suspended near the ceiling by a rope running over a pulley, to allow it to be raised and lowered at pleasure. Changes in

PRICE OF NAILS PER KEG.

	CUT NAILS.			WIRE NAILS.		
Size.	Common, Fence, Sheathing.	Clinch.	Casing, Flooring, Finishing, Warehouse, Box, Coopers' and Tobacco.	Common, Shingling, Fence, Flooring, Common Brads.	Barbed Common, Fence, Flooring, Shingling, Common Brads.	Barbed Finish.
60d						
50d						
40d						
30d						
20d						
16d						
12d						
10d						
9d						
8d						
7d						
6d						
5d						
4d						
3d						
3d fine						
2d						

CUT SPIKES.	WIRE SPIKES.
3½-inch	3½-inch
4 "	4 "
4½ "	4½ "
5 "	5 "
5½ "	5½ "
6 "	6 "
6½ "	6½ "
7 "	7 "
8 "	8 "
9 "	9 "

BARREL NAILS, IRON OR STEEL.	STEEL CUT NAILS.
1⅛ x 1½ 1⅛ x 1¼ ⅞-inch ¾ "	In 20 keg lots per keg less.

Fig. 4 —Detail of Prices on Nails.

price are made as the market changes, while the headings remain the same. It may be made to show the sizes of Nails in stock, the spaces of those sizes not carried being left blank, while any sizes which the merchant is temporarily out of may be indicated by placing a * after the size.

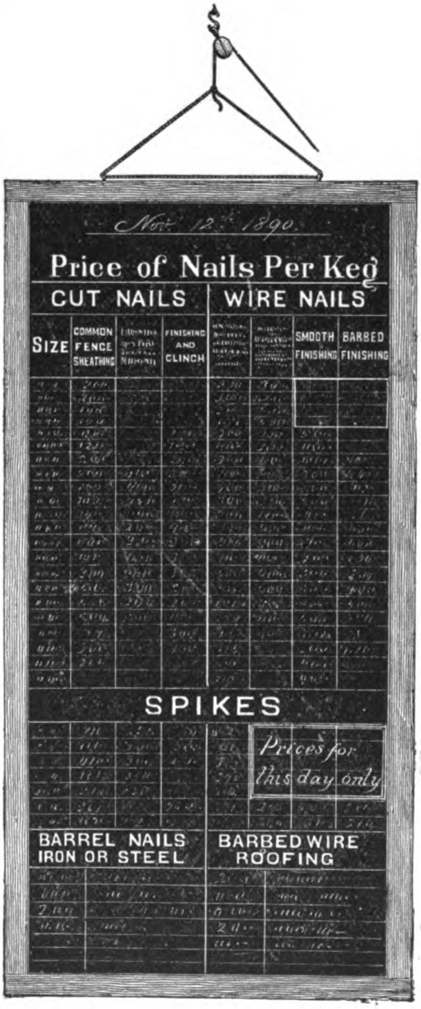


Fig. 5.—Convenient Nail Price Card.

Signs giving the price of goods catch the customer's eye and attract attention, and are apt to convey the impression that the articles are offered at a lower price than usual. This is especially true when used on a miscellaneous lot of goods, as shown in Fig. 6. This arrangement, to a great extent, tends to make the goods sell themselves. It is an inducement to customers to select a Cork Screw, Hammer or some other article that may please their fancy when they are not obliged to ask the price. The rack shown is constructed with iron cross pieces and braces so fastened to four uprights as to support a half dozen trays for goods of various kinds, with a price placard on each tray. The rack is mounted on casters for moving it about. In the illustration the top tray is devoted to cheap Cork Screws, Screw Drivers, Scratch Awls, etc., marked "Only

5 cents each." The second tray contains slightly better grades of the same goods marked "Only 8 cents each." The third tray holds Insect Guns, marked "Only 10 cents each." The fourth holds Hammers, marked "Only 10 cents each." The fifth holds Pincers, etc., marked "Only 15 cents each." The bottom tray contains Vises, etc., marked "Only 30 cents each." The rack is designed to stand near the door and catches the eye of a person entering, causing many goods to be sold which would, perhaps, not be called for otherwise. A plainly marked price seems to be important in connection with the sale of many such articles.

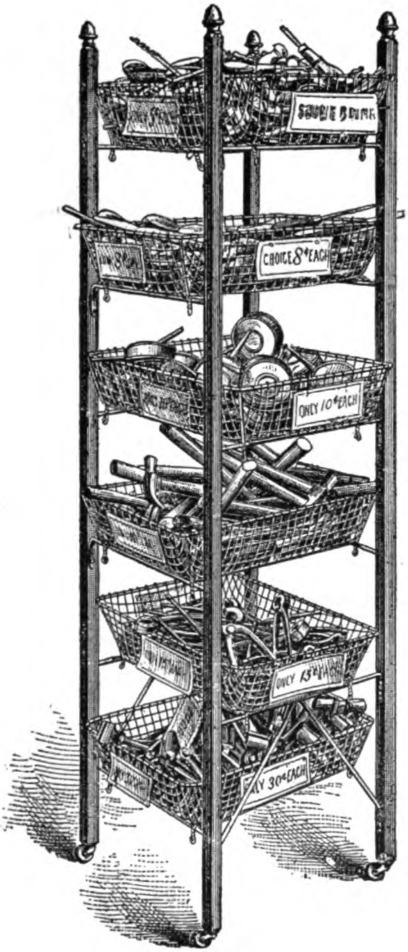
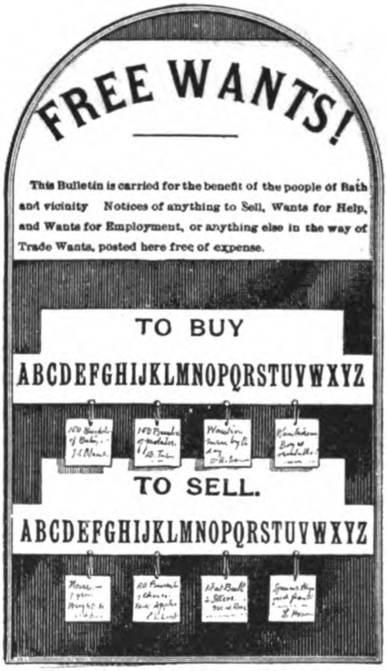


Fig. 6.—Price Cards on Goods.

An unusual method of attracting public attention and bringing people to the store, thus increasing custom, is shown in Fig. 7. This is a bulletin board which a Hardware merchant placed in his store for the convenience of the people in the town and vicinity. Persons having things to sell, or those wanting to buy, could make appropriate announcement on the bulletin board without charge. Those wanting any kind of servants, farm hands or clerks were at liberty to use the board. Cards with the wants written on them were hung on hooks under the appropriate headings. When the cards were put up they were dated, and at the expiration of 15 days were taken down. If judiciously managed such a bulletin board may be an attractive and profitable feature.



This Bulletin is carried for the benefit of the people of Bath and vicinity Notices of anything to Sell, Wants for Help, and Wants for Employment, or anything else in the way of Trade Wants, posted here free of expense.

Fig. 7.—A Bulletin Board.

CHAPTER XIII.

Pillars for Displaying Goods.

Some inconvenience often attends the presence of pillars in the store, interfering as they do with the placing of counters, racks, etc., where otherwise it might be desirable to locate them. A little ingenuity, however, will enable a merchant to use these pillars to good advantage for the display of certain lines of goods. Some methods of thus utilizing them are shown in the following pages.

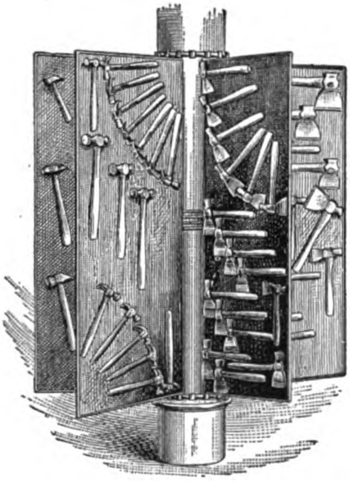


Fig. 1.—Sample Boards on Column.

Where a line of iron columns extends down the middle of the store, pipe or iron rods may be fastened between the columns, finished on the top with some ornamental iron work, and on the rods goods may be suspended. Painting and gilding such fixtures at least once a year adds much to their attractiveness.

One way of using columns is shown in Fig. 1, where to the columns swinging sample boards are attached. These boards are arranged on hinges so as to open and close readily. Samples thus exhibited are easy of access, convenient, and occupy little room, the boards having a large capacity, as samples are attached to both sides. The boards shown are of plain pine 2½ x 4 feet in size, and are covered with black cheese cloth, so that the removal of samples does not show any disfiguration of the boards by exposure of screw holes or other unsightly indentations. The outer edges of the boards are trimmed with a small molding to correspond with the wood work of the store. The samples are secured to the boards by screws, double pointed tacks or wire, as is found most desirable.

The effective use of a pillar for the purpose of displaying Pumps, Lanterns and other goods is indicated in Chapter XLIII, Fig. 1.

The upper portion of columns near the ceiling affords a desirable place upon which to suspend Bird Cage racks, as in Fig. 2. The rack is 7 feet in diameter, made of ⅜-inch round iron, braced with strap iron, and is suspended from a fastening above, on the post; the rack holding three dozen common size Bird Cages. The upper portion of the column may be gilded or painted some color not used in other parts of the store.

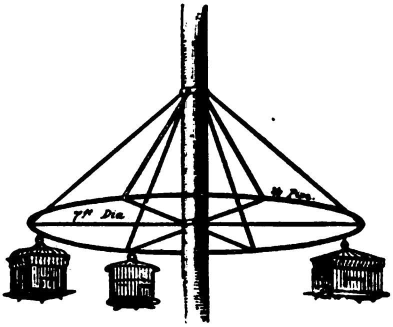


Fig. 2.—Bird Cage Rack.

CHAPTER XIV.

Scales.

Scales for use in the store should have a suitable location and be near the articles to be weighed. Nails, Strap and T-Hinges, Sash Weights, Plow Castings, Malleables, Horse and Mule Shoes, Iron, Steel, Dry Paints and other goods sold by

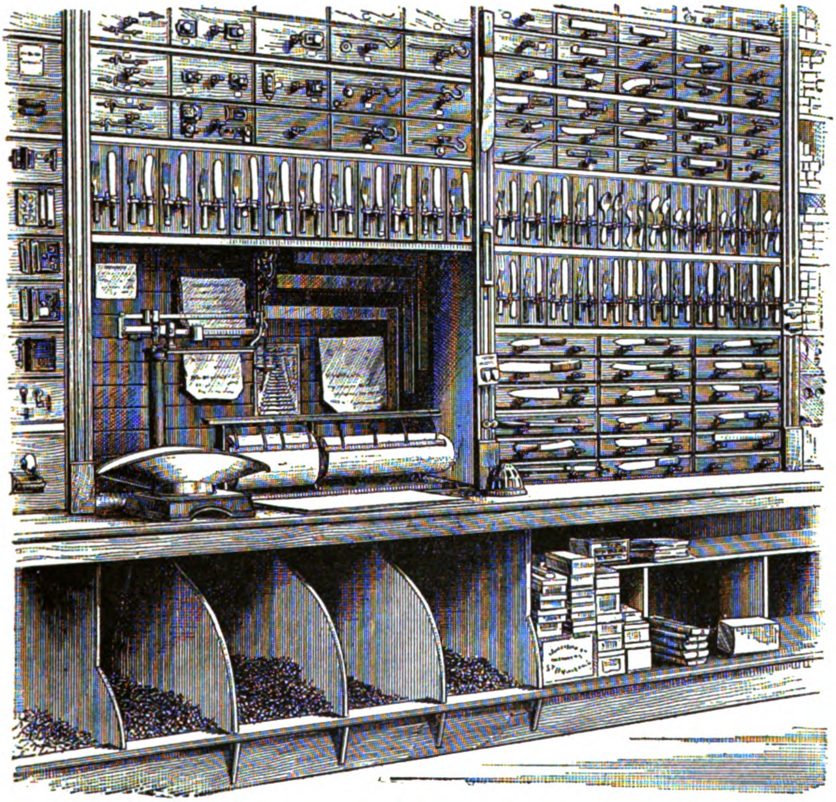


Fig. 1.—Recess for Scales, Wrapping Paper, Etc.

weight will for convenience require more than one scales. For Dry Paints it is desirable to have a scale that is used for

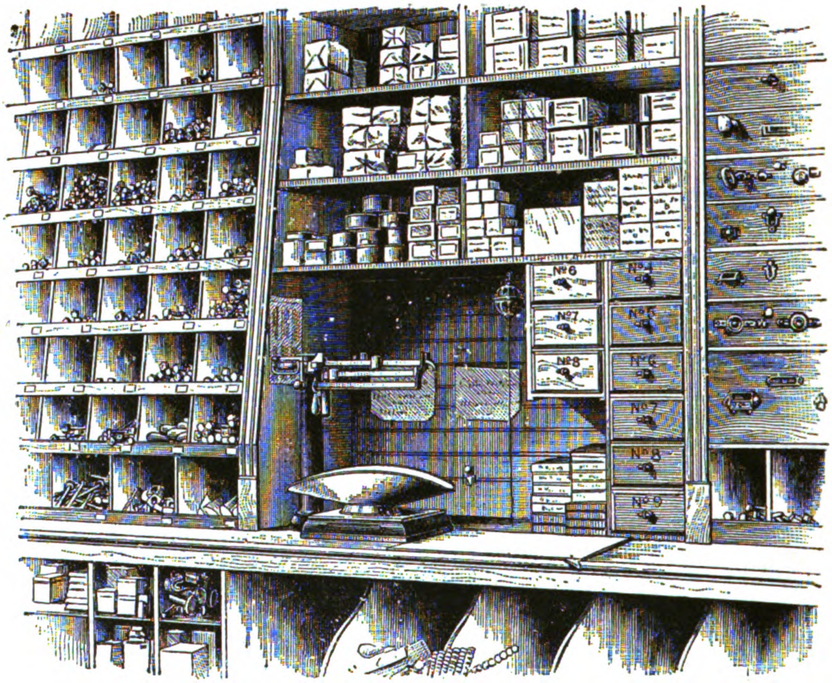


Fig. 2.—Recess for Scales and Part of Bolt Rack.

nothing else, and paper should always be put in the scale scoop before paint is weighed. The scale and surroundings should otherwise be kept as clean as possible. The merchant should also see to it that his scales are correct. If the scale becomes inaccurate and gives an overweight there is a constant loss to the merchant, while if underweight is given injustice is done to the customer.

The location of scales especially intended for Nails is shown in Fig. 1. A portion of the shelving has been omitted, leaving an open space about 2½ feet high by 5 feet long above the ledge. The space is devoted to a platform scale, wrapping paper, etc., the scales being used for weighing Nails. There are 36 Nail bins under the ledge, which are designed to hold two kegs each.

A recess for scales, etc., is shown in Fig. 2, made by taking out three shelves from a section. The drawers to the right of the scale hold about 30 pounds of Horse Nails each and are used to retail from. Carriage Malleables are sampled on the drawers in the next section, and Nails are kept in bins under the ledge. The scale, wrapping paper and twine are thus conveniently located for weighing goods in the immediate vicinity.

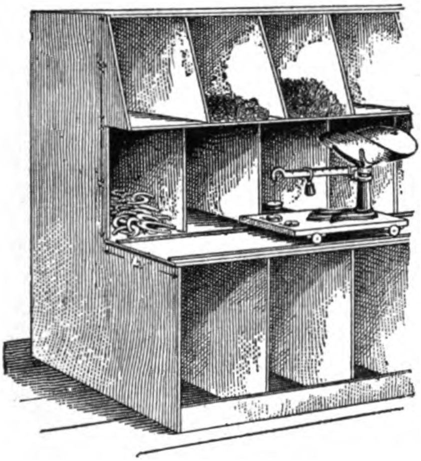


Fig. 3.—Horseshoe and Nail Counter.

Much labor in carrying a Nail scoop to the Nails and returning it to the scale may be avoided by bringing the scale to the Nails. An arrangement of this kind is shown in Fig. 3, where a 240-pound scale runs on an iron track, immediately below the Nail bins. Nails from these bins are raked into the scoop, weighed, and emptied into a paper sack without handling at all.

It is often desirable to move scales from one part of the store to another, rather than to be obliged to move articles to the scale when a number of them are to be weighed. A convenient arrangement is shown in Fig. 4, consisting of a bench with casters upon which scales are mounted.

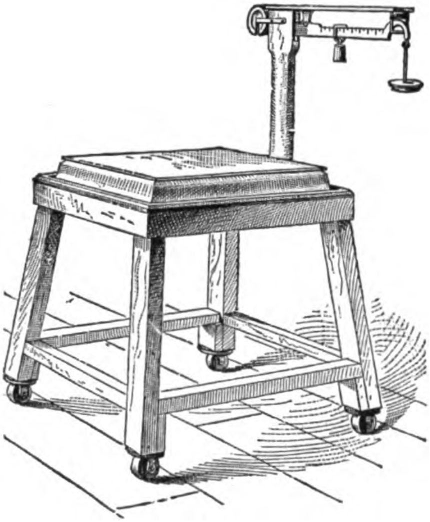


Fig. 4.—Movable Scales.

CHAPTER XV.

Roll Paper.

Wrapping paper in rolls as now so generally used is economical and convenient. Racks holding rolls of different sizes can readily be purchased at a small cost, but with a little ingenuity the merchant can without much difficulty make one or more adapted to his purposes. Such an arrangement is shown in Fig. 1.

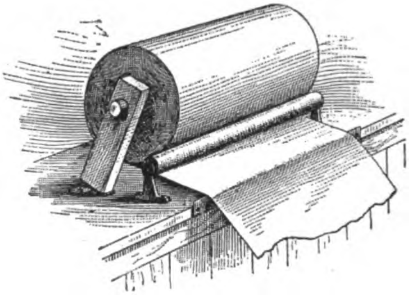


Fig. 1.—Paper Holder and Cutter.

A common curtain roller is cut 3 inches longer than the width of the roll of paper. Through the top of two pieces of 1-inch pine, 2 x 6 inches in size, holes are bored for the roller to slip through. The pine pieces are then fastened to the counter at an angle by 3-inch strap hinges and the paper suspended on the roller. Another curtain roller is cut 3 inches longer than the width of the paper, the fixtures attached to it and slipped under the roll of paper far enough to support the paper and to keep it off the counter. The roller is fastened in this position, and the end of the paper is drawn under the roller. A piece of sheet iron, about 3 inches wide and of the proper length, is fastened to the edge of the counter. The roll of paper always rests against the roller on

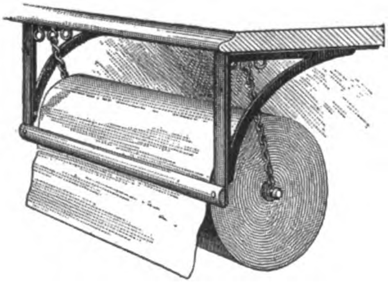


Fig. 2.—A Novel Roll Paper Holder.

the counter, keeping the paper from coming loose or from running off too rapidly.

It is often undesirable to have roll paper on the top of the counter, particularly when the counter is a handsome one of hardwood in natural finish. The holder shown in Fig. 2 is designed to fasten on the underside of the counter top and is easily made at a small expense. The material required for the holder consists of a pair of 5 x 6 inch plain shelf brackets; a piece of ⅞-inch half oval iron, 3 inches longer than the paper roll, two ¾ x 3-16 inch stove bolts, two pieces of No. 10 jack chain, each 4 inches long, and six screw eyes. The cost of these is trifling and but little time is required to construct the holder. A hole is drilled at each end of the half oval iron and countersunk to receive the stove bolts. The iron is bolted to the end of each bracket to form a cutter, and the brackets screwed to the underside of the counter at the proper distance apart. The screw eyes are put into the counter at the inner edge of the brackets, three in a row; and to corresponding eyes on each side the pieces of chain are hung. A wooden roller with a 1½ x 3-16 inch oval head rivet in each end is put through the center of the roll paper, and on the rivets the chains are hooked. As the paper roll diminishes in size the chains may be hooked into the eyes nearer the front, thus keeping the roll always against the cutter with sufficient force to allow of tearing the paper off.

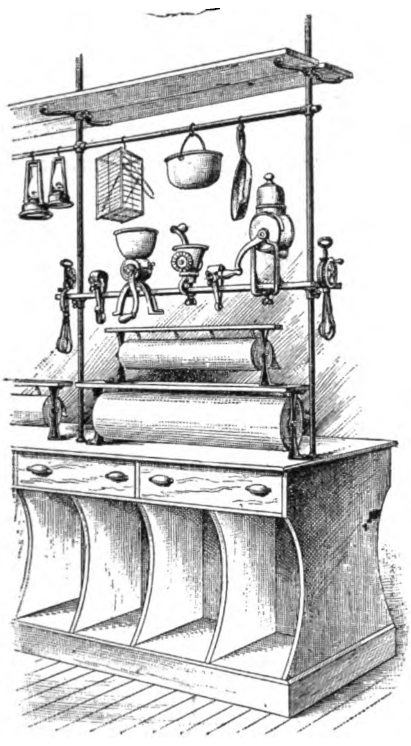


Fig. 3.—Roll Paper on Top of Counter.

The holder may be put under any part of the counter which is most convenient.

An arrangement of Roll Paper on the top of a counter is shown in Fig. 3, the space above which is utilized to good advantage. Gas pipe uprights are run up on each side of the roll paper, with a cross bar on which are fastened by thumb screws such goods as Cherry Stoners, Vises, Meat Choppers, Apple Parers, Egg Beaters, etc. Above these are goods hung on a gas pipe rod, and above this rod is a shelf arranged as shown in detail in Chapter XXXI, Fig. 4.

At a slight cost the merchant may have his name and business printed on the roll paper at such distances apart as are best suited to the average sized package done up in the store, thus insuring that his advertisement goes out with each purchase.

CHAPTER XVI.

Nails.

The variety of methods for accommodating Nails will be evident from a cursory examination of the following illustrations and descriptions. The crudest and most simple way is to retail Nails from the keg, but from its inconvenience and difficulty this has been superseded by improved methods in almost every store that makes any pretension to merit or convenience of arrangement. A great deal of skill and ingenuity has been used in developing and constructing desirable devices, and it is interesting to trace the evolution of the Nail bin from the cruder forms which take little account of space to the compact and labor saving bins, which are regarded with most approval by the trade. The staple character of these goods, which are carried in every Hardware store, makes it desirable that the best

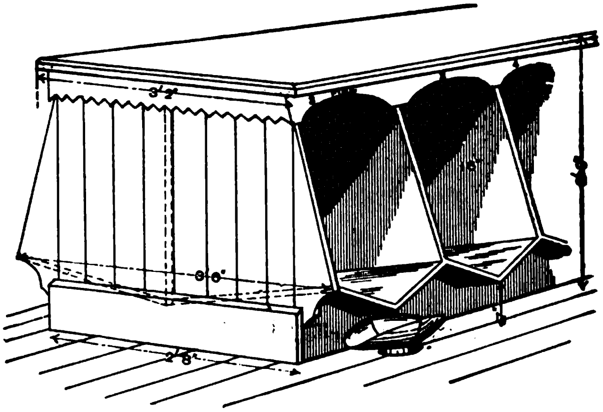


Fig. 1.—*Nail Counter.*

method obtainable be adopted. The intelligent Hardwareman will easily find in the following descriptions something which may readily be adapted to his requirements.

The Nail counter shown in Fig. 1 is made with a V-shaped bottom so that the Nails fall toward the center and also toward the back. A partition running through the center allows both sides of the counter to be used. The bottoms of the bins are high enough from the floor to admit the scoop under them. The bins are easily filled and emptied with little danger of breaking in filling. The edge of the counter top is plain with the upper edge beveled off.

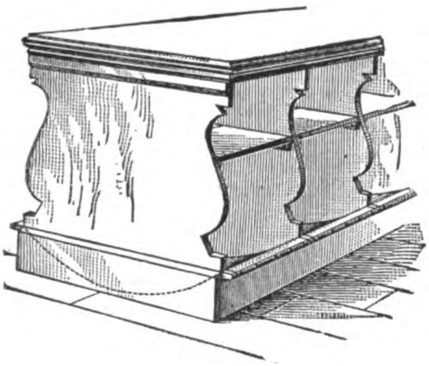


Fig. 2.—Nail Counter.

The bins illustrated in Fig. 2 have a curved bottom with spaces above each bin for such other goods as may be conveniently placed there.

The front view of a Nail counter is shown in Fig. 3, of which Fig. 4 is a sectional view. The lower corners of the bins are cut off with inclined pieces of wood, and the entire bottom is covered with sheet iron, making the corners round and rendering it much easier to get out the Nails. In the upper part of the counter in the rear are drawers or shelves, and the openings in the front of the counter are below the drawers or shelves, about two-thirds of the distance to the floor. The Nail bin openings permit customers to see the different sizes of Nails from the front of the counter, but the Nails are drawn

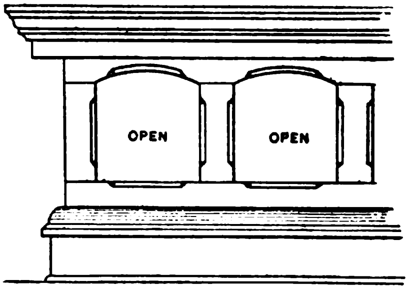


Fig. 3.—Front of Nail Counter.

out at the rear. The rear of the counter is arranged for the insertion of the scoop under the bins.

In Fig. 5 is represented a Nail counter with two rows of bins, one over the other. The bottoms of the bins slant to a point somewhat in front of the center to throw the Nails near the opening. The Nails are taken from the front of the counter, the back being ceiled up tight.

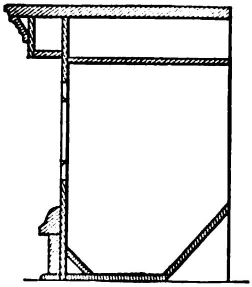


Fig. 4.—Sectional View of Nail Counter.

The bins shown in Fig. 6 differ from those already described in that they provide for Nuts and Washers in addition to Nails. The counter is 34 inches high, 3 feet wide and 15 feet long, made of white wood, in natural hard oil finish. There are 52 openings for Nails, each of which is 12 inches high, 13 inches wide and 16 inches deep, and holds a keg of Nails. The openings for Nuts and Washers are 8 inches high and 13 inches deep, extending back to the center of the counter. The sizes of Nails, Nuts and Washers are marked on 2-inch strips running lengthwise of the counter separating the tiers of bins. In connection with the Nail bins a chute may be used for filling the bins. The chute is funnel shaped, 20 inches long and 4 inches high, made just wide enough to slide inside the bins. On the lower end of the chute are iron catches to hold it in place in the bins, and at the upper end are sliding legs adjustable in length for use on upper or lower bins. Nails are emptied from the keg into the chute by one man and slide into the bins.

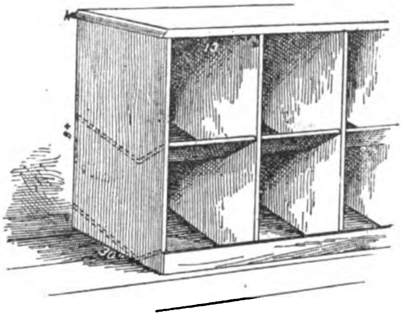


Fig. 5.—Nail Counter.

A Nail counter which has been in use for some years and has proved entirely satisfactory is shown in Fig. 7. It is made with cherry wood top and cherry stained fronts, and measures

20 feet 2 inches in length, 3 feet in width and 2 feet 10 inches in hight. It contains 32 bins on each side, one side being used for Cut and the other side for Wire Nails. Each bin will hold more than a keg of Nails, the outside dimensions being as follows: 16½ inches long, 14½ inches wide and 15½ inches high. The bins are made of pine, the ends of ⅞-inch and the sides of ¾ inch stuff, with the size of Nails stenciled on the fronts. The corners are strengthened by angle pieces nailed and glued in. The outside edges of the bottoms are grooved lengthwise across the grain, and in these grooves half round cherry strips, or runs, fastened on the bottoms of the openings, fit, keeping the bottom of the bin ¼ inch above the bottom of the opening to allow for dust.

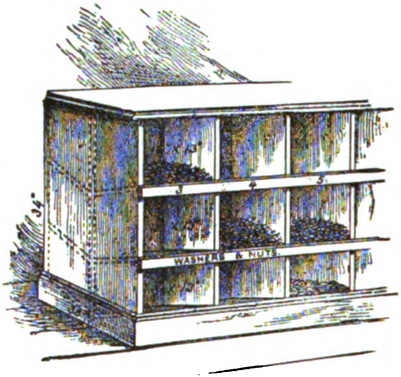


Fig. 6.—Nail, Washer and Nut Bins.

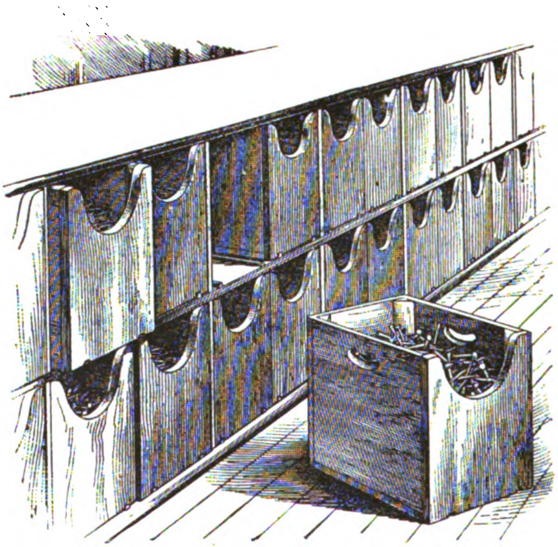


Fig. 7.—Removable Nail Bins.

The runs are lubricated with paraffin or tallow, which only requires being done once in two or three years, the bins working freely and without noise. The bins are regarded by those who have used them as having several advantages over the fixed style, among which may be included compactness, neatness of appearance and the ease with which they can be taken entirely out for refilling or when selling a large quantity of Nails.

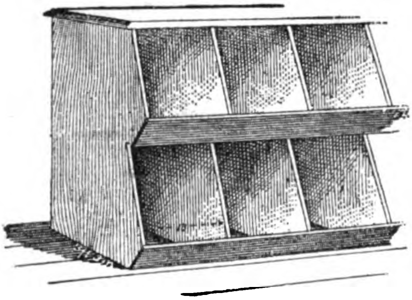


Fig. 8.—Nail Counter.

The bins shown in Fig. 8 are 13½ inches square inside and go clear through to the back of the counter, which is sheathed up tight. This makes a bin large enough to hold a keg of Nails easily, and as they open into the store a customer can pick out what he wishes even if he does not know the style or size. The fronts of the bins are both on an incline with slanted boards across the lower parts of both rows so that Nails can be easily drawn into the scoop.

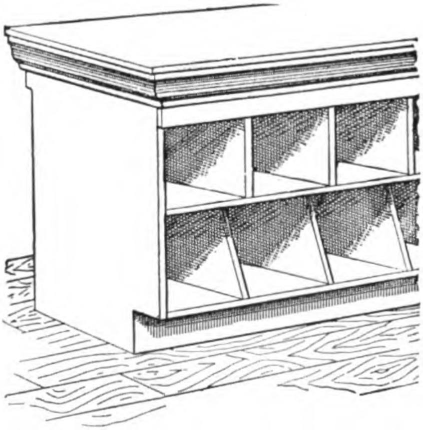


Fig. 9.—General View of Nail Counter.

The Nail counter illustrated in Fig. 9 corresponds in size with the other counters in the store and has bins 12 inches wide and 26 inches deep, the lower row being 12 inches high and the upper row 10 inches high in front and 13 inches high in the rear. All these measurements are in the clear and each bin holds 100 pounds of Nails easily. The dotted lines in Fig. 10 show the arrangement of partitions. The offset of 5 inches at A at the floor gives room to place the scale scoop while it is being filled. The divisions of the lower row of bins are cut back 5 inches at the top B to give room for the scale scoop. A space of 7 inches above the Nails is open toward the rear of the counter and is used for Shot, Bar Lead, etc.

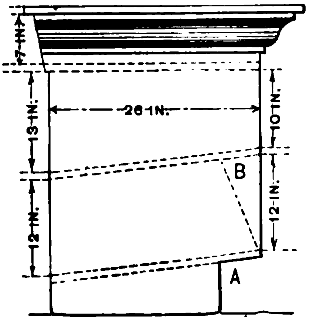


Fig. 10.—*End View of Nail Counter.*

A Nail counter 16 feet long, with 26 bins, is illustrated in Fig 11. Each bin is 14 inches wide, 15 inches high and 18 inches deep. The bottom of each bin, Fig. 12, is covered with sheet iron, cut in strips 14 inches wide and two feet long. The front edge being turned down over the edge of the projecting bottom, and the other end being curved to form a round corner at the back, making it easy to clean the bins and avoiding sharp corners. The bottom of the bins have a fall of 5 inches from front to back and projects from the face of the counter 2½ inches, giving room for the scoop to avoid spilling nails on the floor. The divisions between each bin are covered with a block, as in Fig. 11, having the sizes of Nails painted on each end, and also serve to keep the Nails from

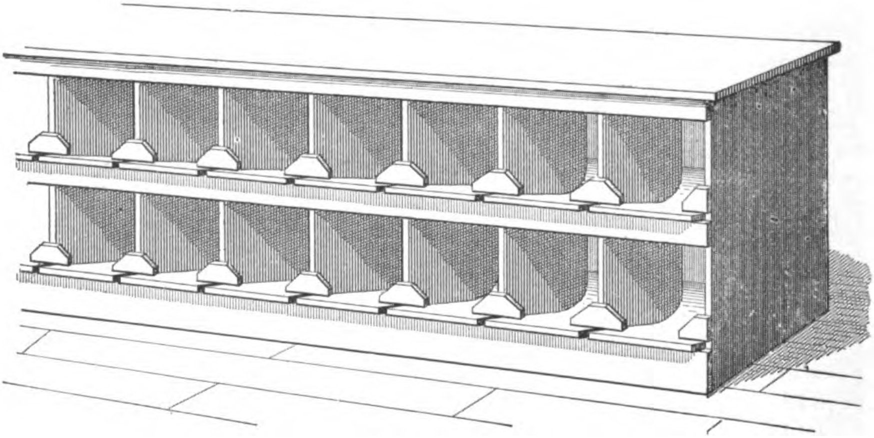


Fig. 11.—*Nail Counter.*

coming out at the corners and not falling into the scoop. The back of the counter, as in Fig. 12, has bins for Nuts, Washers, Strap Hinges, etc.

In the counter represented in Fig. 13 the upper bins open both front and back, and are filled from the back by raising 8 inches of the counter top and dumping the keg directly into the bin. The strip of counter to be raised is in sections and may be hinged or simply have cleats fastened to it extending under the solid counter top. The lower bins are used for Nails that are in the least demand and for Strap and T Hinges.

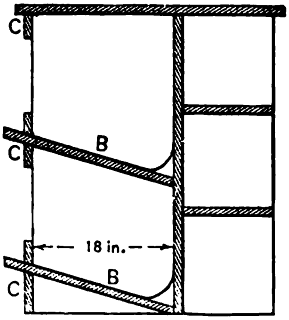


Fig. 12.—*Section of Nail Counter.*

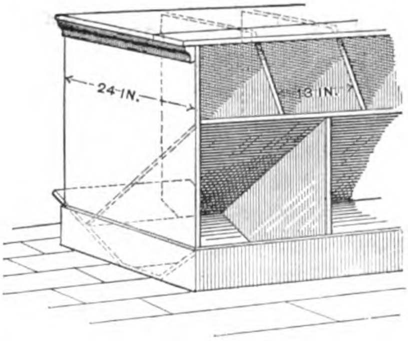


Fig. 13.—*Rear View of Nail Counter.*

In Fig. 14 a portion of a Nail counter is shown, the counter being 2½ feet wide and 2 feet 9 inches high. The counter is of the same style as the other counters in the store, finished with round ends and cherry tops. There are two rows of bins, each bin being 18 inches wide in the clear and holding about 200 pounds of Nails. They are so built that Nails can be drawn from either side of the counter.

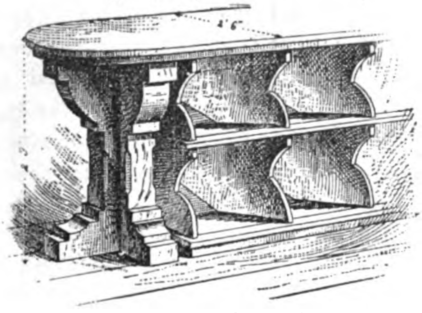


Fig. 14.—*Nail Counter.*

Fig. 15 represents a counter which is 20 feet long, 27 inches wide and 3 feet high, with bins 15 inches wide. In the upper part are drawers which are used for Screws. The bins run clear through, giving access to the Nails from the front or rear of the counter.

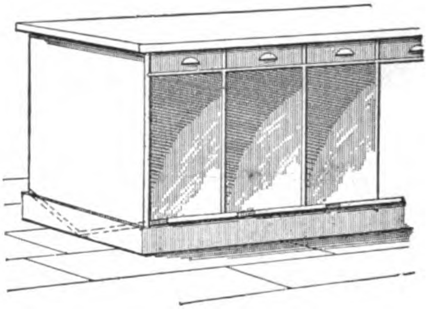


Fig. 15.—Nail Counter.

The special feature of the bins illustrated in Fig. 16 is the heavy galvanized iron bottoms with which they are provided. The lower ones project 3 inches beyond the counter so as to provide room for the scoop.

Over the Nail bins represented in Fig. 17 are small bins for Carriage, Tire, Sleigh Shoe and Stove Bolts, each bin holding a sufficient quantity to retail from.

Fig. 18 illustrates a counter containing 28 bins, which is wide enough to be divided, one side being used for Nails and the other for Horseshoes. The bins are 15 x 16 inches, 28 inches high, each holding a keg of Nails or Shoes easily. The open shelves above the bins afford a place to put Horse Nails, Toe Calks and other similar goods, which are thus kept convenient to the scales.

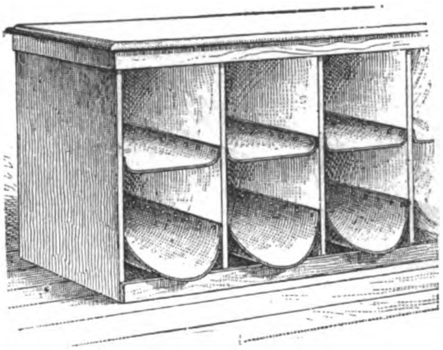


Fig. 16.—Arrangement of Nail Boxes.

Nail bins on the top of which is a Bolt case are shown in Fig. 19. The space immediately above the bins is used for large Bolts in boxes. The platform upon which the bins rest is 3 inches narrower than the depth of the bins, allowing the bottom of the bins to project sufficiently to permit the insertion of the scoop under them.

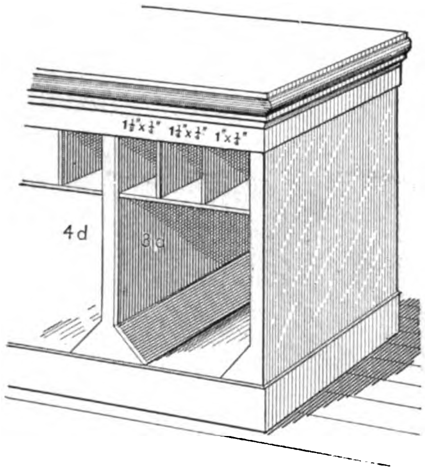


Fig. 17.—Nail and Bolt Counter.

Nail bins under the shelving ledge against the wall are illustrated in Fig. 20. They have a sloping back and are 23 inches deep at the top, 29 inches high and 16 inches deep. There is a cleat, not shown in the cut, fastened on the sloping back 9 inches above the bottom of the bin to support the keg when emptying, thus giving 9 inches fall for the Nails and sufficient space to avoid injuring the hands or arms. The bottoms of the bins overhang and a peculiar shaped Nail scoop is used in this instance. For Nail bins located under the ledge, some prefer to have them 13 inches high and 17 inches wide, one row above the other, thus saving room by doubling up. Unless the bottom of a Nail bin is covered with sheet iron it should be so arranged that the Nails are raked lengthwise instead of crosswise of the grain of the wood.

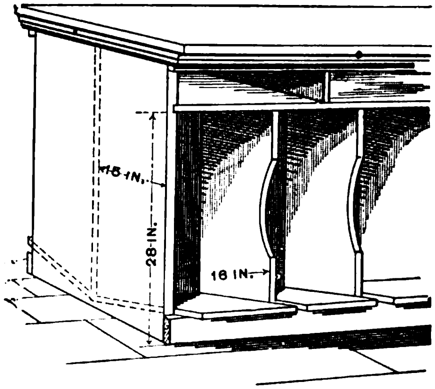


Fig. 18.—Nail Counter.

The Nail counter shown in Fig. 21 is 26 feet long, 2¾ feet wide on the top, 2¼ feet wide at the base, and contains 20 bins. The Nails occupy only the upper part of the counter, the spaces below being used for other goods. Each Nail bin is 14 inches deep, 14 inches wide and 30 inches in length, and holds two kegs of Nails. The entire top of the counter is made of alternate strips of cherry and maple, and along the front is provided with lids which are raised when putting Nails into the bins. The bottoms of the bins have quite a slope from front to back, which gradually works the Nails toward the opening of the bins. Along the entire length of the counter, inside and just below the Nail bins, is a slotted strip into which the edge of the hopper fits. This materially assists in holding the scoop, especially when 20 pounds or more of Nails are to be weighed at one time.

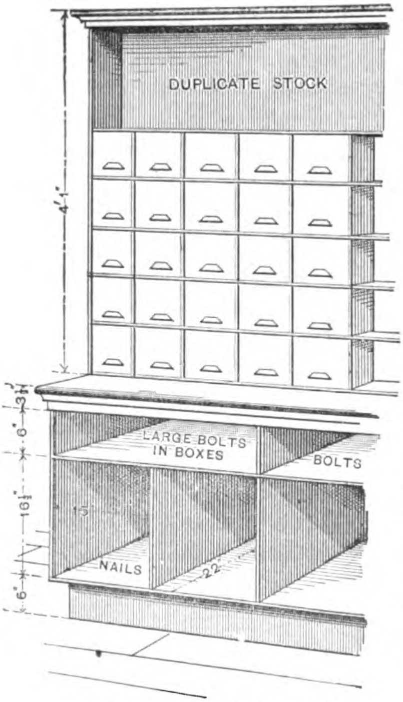


Fig. 19.—Bolt Case, Etc.

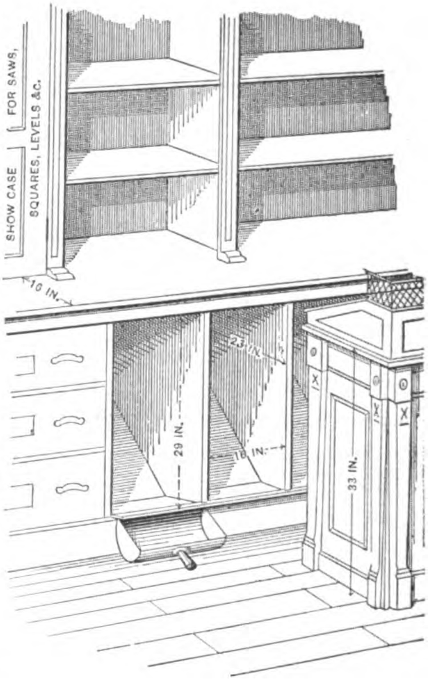


Fig. 20.—Nail Bins under Shelving.

The dimensions of the Nail counter illustrated in Fig. 22 are as follows: 3 feet high, 3 feet 9½ inches wide and 9 feet 8 inches long. The top is ash and projects so as to make the top 4 feet wide and 10 feet 2 inches long. The boxes used in the counter are represented in Fig. 23, and slide in from each side back to a partition on the shelf, 18½ inches from the floor, 6 inches of this hight being the platform base of the counter. The sliding boxes are 21½ inches deep, 12¼ inches wide and 12¼ inches high. They are open on the top and front and have rollers near the middle of the back end. The boxes are filled on the floor, then lifted so that the back end rests on the shelf, when they are easily pushed into place. The space underneath the shelf may contain full kegs of Nails corresponding in size to those kept in the boxes above, thus providing surplus stock conveniently at hand with which to fill the boxes when the supply in them is exhausted.

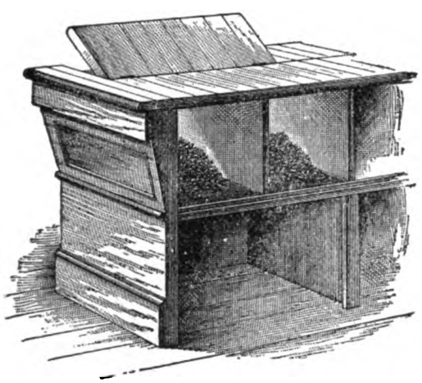


Fig. 21.—A Convenient Nail Counter.

The view given in Fig. 24 is of a Nail counter 12 feet 2 inches long, 3 feet high and 3 feet wide. The front and side views of the boxes used in the counter are given in Figs. 25 and 26. The boxes are 14 inches square, outside measurement, having an entire length of about 2 feet 4 inches. The boxes hold one keg of Nails each and are made to pull out like drawers for con-

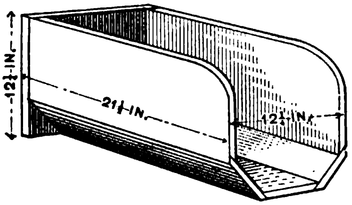


Fig. 23.—Nail Box.

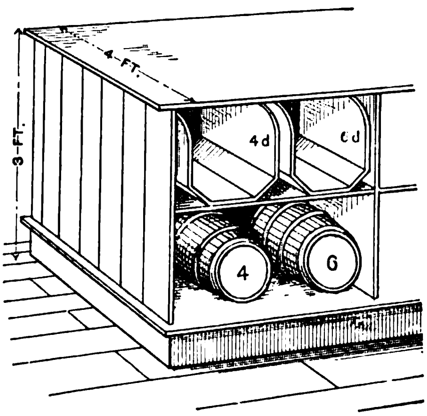


Fig. 22.—Nail Counter.

venience in filling when empty. Trunk rollers are placed on the bottom, one on each side, to facilitate returning them to their places.

A box used for the same purpose, but of different shape and dimensions, is shown in Fig. 27, while another box of similar style is represented in Fig. 28.

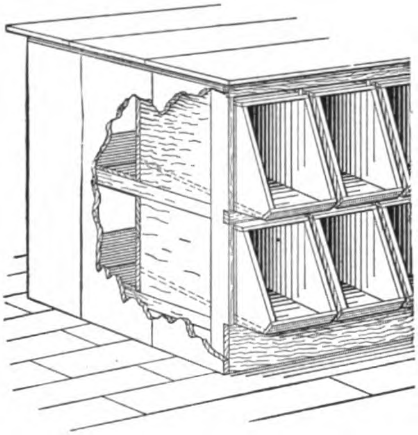


Fig. 24.—Nail Counter.

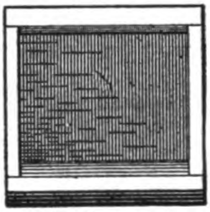


Fig. 25.—Front View of Nail Box.

In a counter 35 inches high boxes 12 by 14 inches in size, and 24 inches high are swung as seen in Fig. 29. The boxes swing outward on a ½-inch round iron rod located 5 inches from the bottom. The rod rests in notches on the inside of the 2 x 4 inch partition posts. Each rod is 2 inches longer than the width of the box, thus permitting it to project 1 inch on each side into the notch in which it rests. The boxes have a hinged flap 7 inches wide, fastened with a wooden button, the flap being open when replenishing the Nails. To

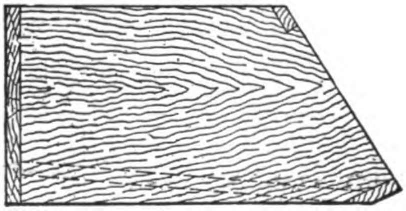


Fig. 26.—Side View of Nail Box.

prevent the box tipping too low a strip, 13 inches long, is nailed across the back at the bottom which strikes the division post. The boxes hold about 125 pounds each.

An arrangement somewhat similar to the foregoing is shown in Figs. 30 and 31, the bins, however, being metal. They are made of No. 24 sheet iron, 24 inches wide, each being 12 inches in diameter, wired with ¼-inch rod at the top, and have a wooden bottom, a burr having been first turned on the sheet iron and the bottom slid in from the top and nailed. They are hung in the standards by gudgeons riveted to the center of the can. The cans are painted black and labeled to show the sizes of Nails they contain. An advantage of this arrangement is the ease with which the Nails shake out of the smooth sheet iron.

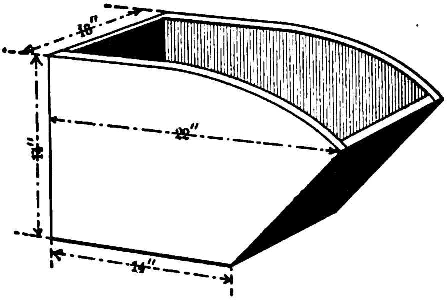


Fig. 27.—Nail Box, with Measurements.

The Nail bin represented in Fig. 32 has the bottom formed of boards slanting to the center near the floor, as indicated by the dotted lines. The bottom board on the open side of the bin projects about 4 inches, to admit of putting the scoop under when taking out Nails. The partitions are put far enough apart so each bin holds from one to two kegs of Nails.

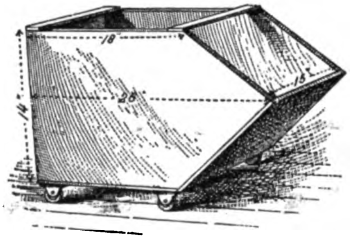


Fig. 28.—Nail Bin.

Nail bins which tip, as shown in Fig. 33, are referred to by some who have used them as working very satisfactorily, and as not difficult to construct. Each bin is 14 inches high, straight at the back. In front the straight part is 3 inches high and the slanting part 11 inches high. Each of the four sides measures 16 inches at the top, while the base is 6 to 8 inches wide and 16 inches long. The bins stand on a plank 2 inches thick, to which they are hinged, to tip forward. A base knob is attached to the front of the bin, so that when the bin is tipped forward it is held up from the floor, thus permitting the scoop to go under the front edge when taking out Nails. Two rows of bins may be placed under the counter back to back, one row for Cut and the other for Wire Nails.

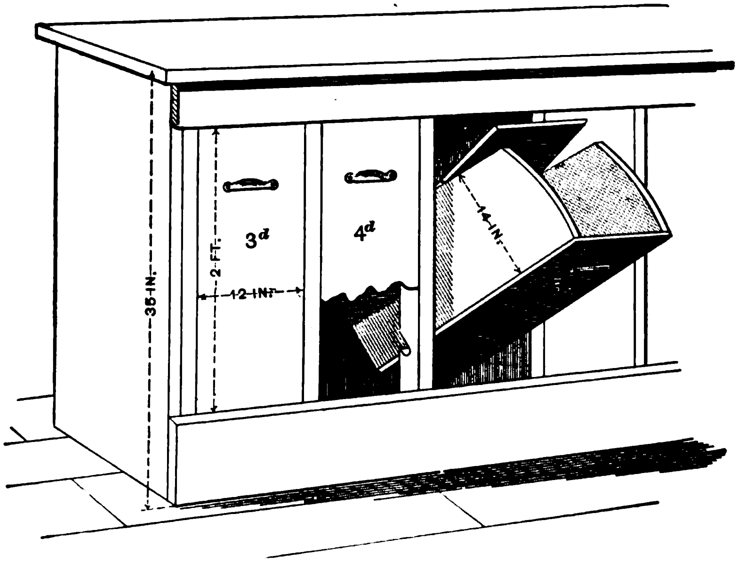


Fig. 29.—Swinging Nail Boxes.

The Nail bins, a view of which is given in Fig. 34, are open on both sides of the counter. Each bin contains two kegs of Nails, and the space between the bin and the counter is sufficient to allow a keg of Nails to be emptied into it directly, thus saving the trouble of first emptying them into a scoop. If desired the bins can, of course, be made smaller, or each bin may contain two kinds of Nails, the

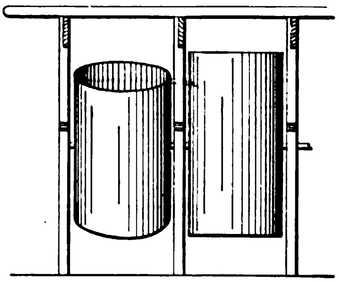


Fig. 30.—Sheet Iron Nail Bins.

sizes being separated by a partition running lengthwise of the bins.

A Nail bin may be constructed, as represented in Fig. 35, 10 feet long, 34 inches wide at the bottom and 37 inches high. There are two rows of bins on each side, with five bins in a row, making 20 openings in all, each of which is about 2 feet wide. The dotted lines indicating how the horizontal pieces are nailed to the end pieces.

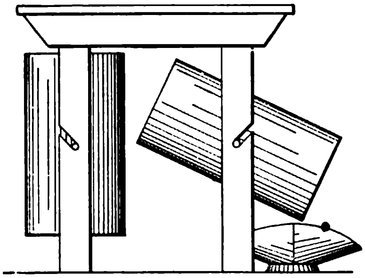


Fig. 31.—*Method of Taking Nails from Bin.*

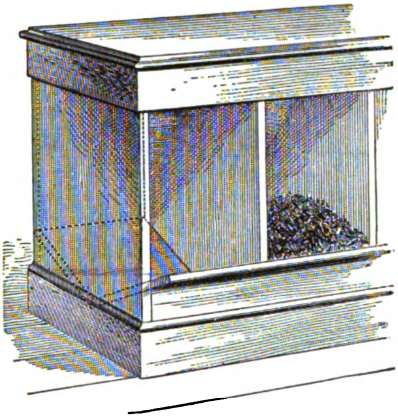


Fig. 32.—*An Arrangement for Nails.*

The principal feature of the Nail counter shown in Fig. 36 is the arrangement of the top, which extends several inches over the front. It is thus arranged so that ladies will not catch their dresses on the Nails in the bins underneath, as they

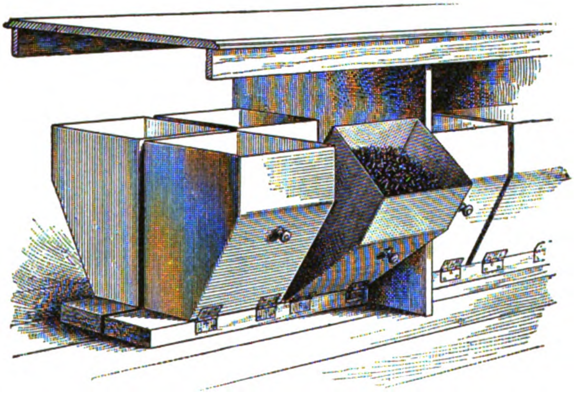


Fig. 33.—*Tipping Nail Bins.*

are apt to do when they lean against an ordinary straight counter. The counter is located well toward the interior of the store, upon the theory that if customers can be induced to come far enough into the store to see the full stock, they will probably be attracted by something else besides what they came in to purchase.

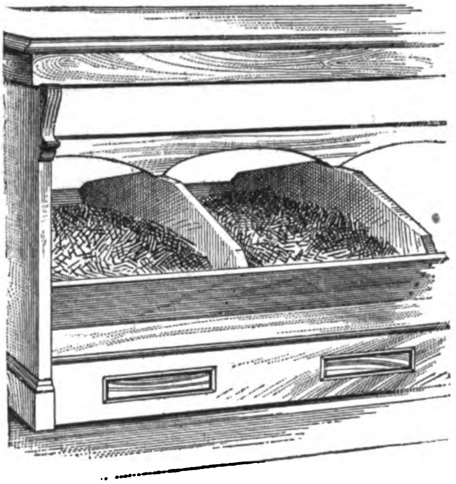


Fig. 34.—Double Nail Bins.

The Nail case, Fig. 37, has 36 drawers on each side, each drawer being 12 x 15 inches in size and 17 inches deep. They are made of ash, 1 inch thick, each holding a keg of Nails. Drawer pulls like those shown or of any suitable pattern may be used. Each drawer has a strip of 1 x 1-16 inch hoop iron on each side of the bottom. Two ¾-inch sash rollers are inserted in the partitions against which the drawers run to prevent them from binding, and to allow them to pull out more easily when full of Nails. The top of the case is used for a counter. The frequent changes in the prices of Cut and Wire Nails, the large variety of sizes and kinds which are carried in stock, the changes of rate and base, make it impracticable to rely upon memory for prices. With this arrangement of keeping Nails, prices can be conveniently marked on the side of the drawers.

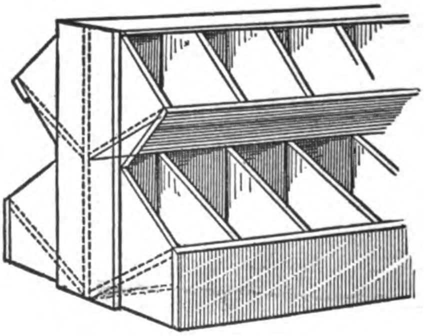


Fig. 35.—Nail Bins.

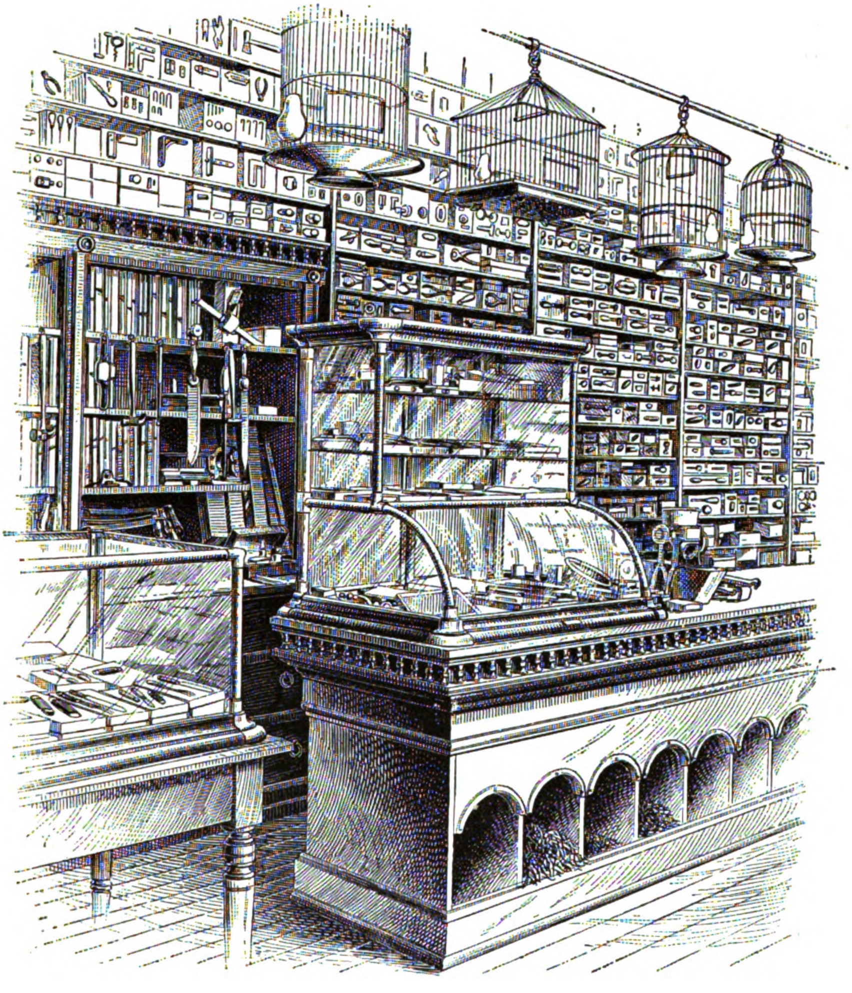


Fig. 36.—Counter and Shelving.

In Chapter XIV, Fig. 2, drawers are shown in a recess next to the scales, for holding the retail stock of Horse Nails. Each drawer holds about 30 pounds of Nails, which may be conveniently weighed, wrapped up and tied without moving from the location.

A case containing two rows of metal boxes one above the other, each holding 25 pounds, is represented in Fig. 38, a view of one of the boxes being given in Fig. 39. The case is designed to facilitate the handling of Tacks, Nails, Wire Brads, Staples and similar articles in bulk, the dimensions of the case being as follows: Length, 35½ inches; depth, 13 inches; hight, 19½ inches. The boxes are taken from the case for filling and the contents are drawn from the box for weighing by a small nail hook. The case, Fig. 38, contains two rows of boxes, each of which is closed by a cover. In this case the

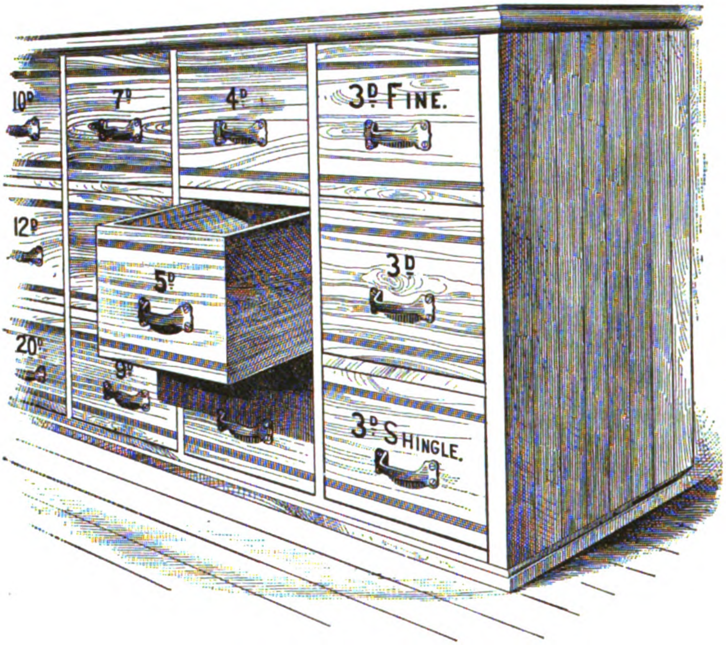


Fig. 37.—A Drawer Nail Case.

upper tier is devoted to Tacks and the lower to Wire Brads, the name "Wire Brads" being visible when the lid is closed. Sizes and prices are marked on the underside of the covers.

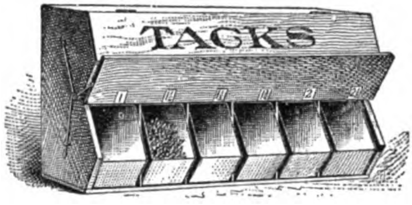


Fig. 38.—Case for Tacks, Brads, Etc.

Other arrangements of Nail bins are illustrated in Chapter VII, Figs. 5, 10 and 19, and a counter designed for both Nails and Horseshoes is shown in Chapter XIV, Fig. 3.

A novel arrangement of the rear of a Nail counter is represented in Chapter XXIV, Fig. 2.

A convenient and attractive price card of Nails is described in Chapter XII, Figs. 4 and 5.

Chapter XIX, relating to a variety of small articles, contains some suggestions in regard to methods of arranging Tacks.

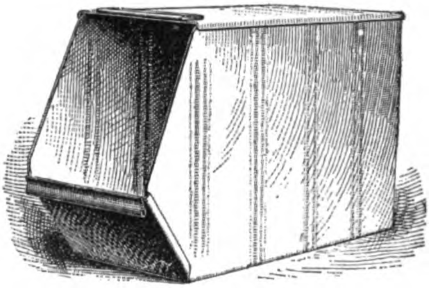


Fig. 39.—View of Box.

The arrangement of a movable counter in connection with Nail bins is illustrated in Chapter VII, Fig. 22.

CHAPTER XVII.

Steel Goods, Shovels, Spades, Etc.

Hardwaremen are familiar with the difficulty of satisfactorily carrying a stock and displaying samples of such goods as Shovels, Spades, Forks, Rakes and Hoes, etc., which from their inconvenient shape and size contribute not a little to the disorder of many a Hardware store. The fact that they are seasonable goods, whose principal sale is confined to a few months, increases also the difficulty of providing for them satisfactorily, inasmuch as they are likely not to have a recognized and regular place in the arrangement. The difficulty of the problem has, however, exercised the ingenuity of the trade, and as a result many admirable able devices are in use and described in the following pages. The plans represented cover a wide range of devices adapted to large and small assortments of goods. Some of the methods relate to movable racks which can be given a prominent place during the season and others to arrangements more or less permanent. Some of these devices are, it will be observed, simple and inexpensive, while others are larger and more complicated.

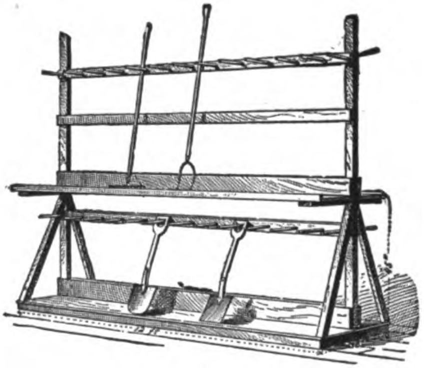


Fig. 1.—*Shovel and Steel Goods Rack.*

The rack shown in Fig. 1, which is intended for Shovels, Spades and Steel Goods, occupies a floor space of 12 feet by 38 inches. The second shelf is 45 inches above the floor, giving space for standing all D-handled Shovels and Spades below.

All long-handled Shovels, Forks, etc., stand on the top shelf with handles up. The pegs dividing goods are made of fork handles and are 12 inches apart. The rack will accommodate 44 kinds of these goods in quantities of a half dozen to one dozen of a kind.

The rack illustrated in Fig. 2 is designed to have Spades, Shovels, Scoops, Spading Forks and two-tined Hay Forks stand on the platform. Other long-handled goods are hung from the upper cross pieces. In the lower cross piece, 2 feet 4 inches above the platform, are driven ½-inch iron pins, projecting 12 inches, 2½ inches apart. Shovels and spades occupy about 11 inches of platform space. Scoops require 14 inches, so that the spaces between these sets of pins are 11 inches and 14 inches respectively. In the upper cross piece 7-16 inch iron

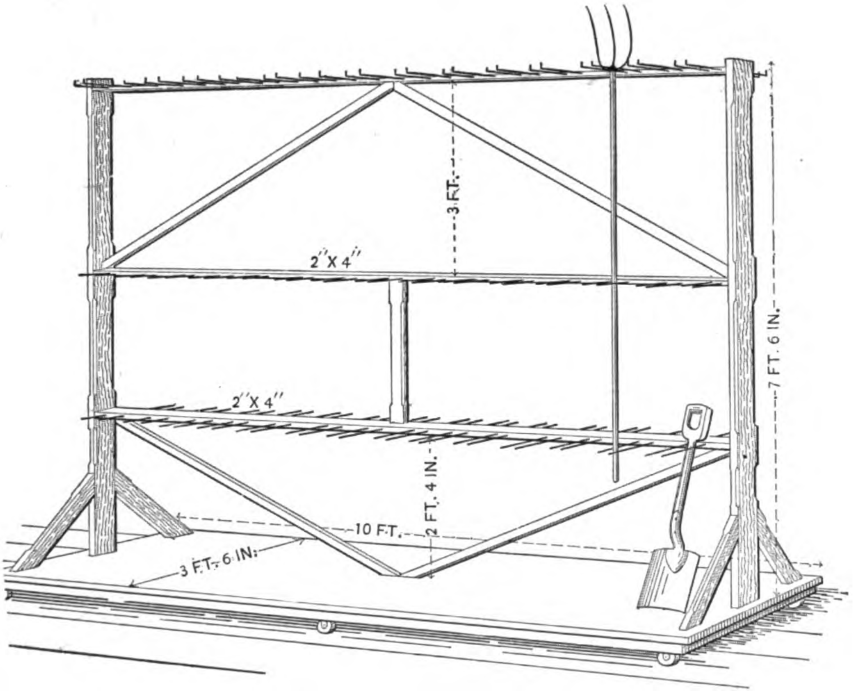


Fig. 2.—Shovel and Tool Rack.

pins are driven, to project 12 inches, 3 inches apart, turned up at the end. These are placed so as not to interfere with the goods placed in the sets of pins in the bottom cross piece. Directly under the pins in the upper racks are driven ⅜-inch pins in the middle cross piece, to keep the handles of suspended tools in line as they hang down between Shovels and Spades below. The rack is provided with heavy casters so that it may be moved out of the way when the season is over, making room for other goods.

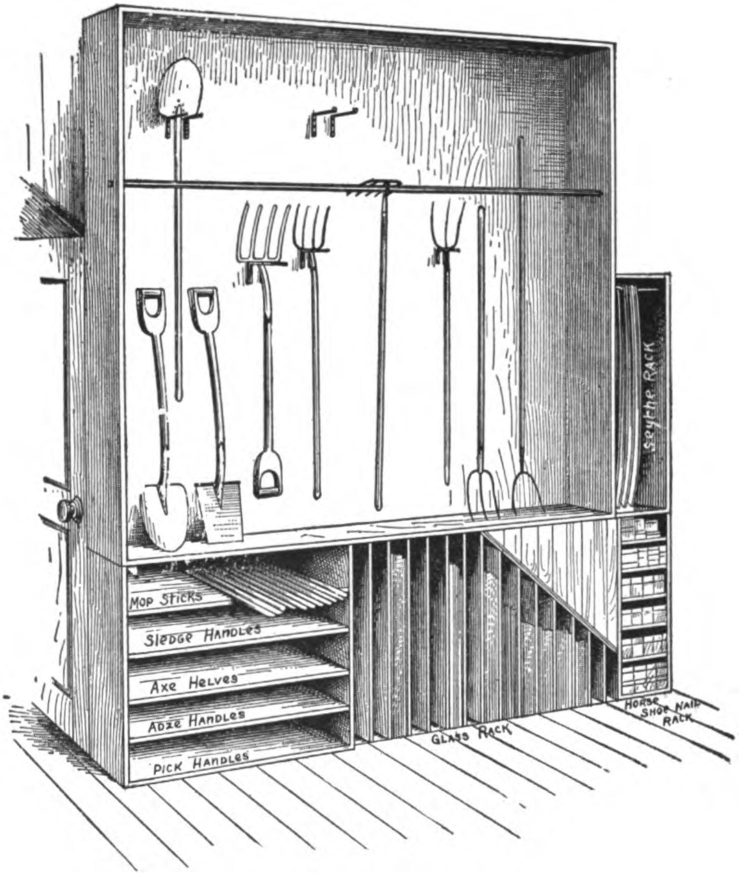


Fig. 3.—*Rack for Steel Goods, Glass, Etc.*

An arrangement is shown in Fig. 3 for utilizing the stairway for showing these and other goods. The part devoted to Steel Goods is 7 feet 10 inches long, 6 feet 10 inches high and 15 inches deep. Hooks are fastened to the stairway to hang Forks, Shovels, etc., on, and a rod runs across the front for suspending Hoes, Potato and Manure Hooks. The entire surface is thickly hung with the goods, although but a limited number are shown in the illustration. The racks and shelves economize room which would otherwise be of little service. The Glass rack is 30 inches high and extends back under the stairs.

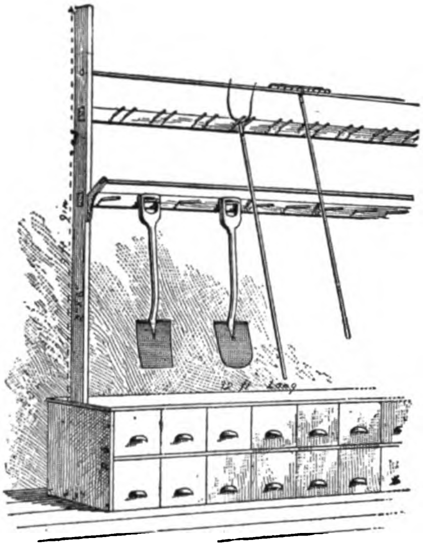


Fig. 4.—Shovel and Fork Rack.

At each end of the case of drawers, shown in Fig. 4, a standard 2 x 6 inches, of hardwood is run up to the ceiling, and between these are fastened two cross pieces, both of the same size, the first one 4 feet 8 inches from the top of the case, and the next one 1 foot 6 inches above the first one. A 1-inch gas pipe extends across about 14 inches above the upper beam. Through the lower cross piece are driven wooden pins, 24 inches long and 1⅛ inches in diameter, which project nearly 12 inches on each side of the beam ; on these are hung Shovels and Scoops. On the upper beam Hay Forks and long-handled Shovels are hung on one side by putting in 12-inch pins in pairs. To prevent the Forks from turning on the pins the pins are covered with rubber hose. Over the Shovels is a piece of gas pipe as a fender for the handles of Hay and Steel Rakes, which hang on the gas pipe above the top beam. The case contains two rows of ten drawers each, which pull out on either side. In these are kept Axe, Sledge, Pick, Adze, Hammer and Hatchet Handles, Handled Axes, Wood Saw Frames, etc.

In Fig. 5 a rack is shown similar to that illustrated in Fig. 4 already described. Gas pipe 1 inch outside diameter is used as pins for hanging the tools on, the D-handled ones below and long-handled ones above. On the platform above the drawers Wooden Ware is kept, such as Chopping Bowls, Tubs, Wringers, etc.

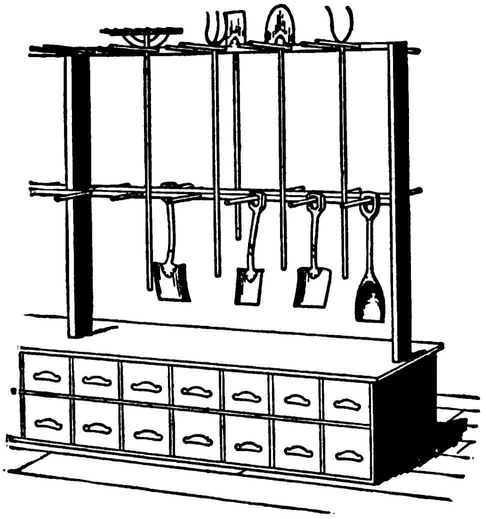


Fig. 5.—Rack for Shovels, Forks, Etc.

In the construction of the rack shown in Fig. 6 a counter was first built 10½ feet long, 4¼ feet wide and 2 feet 4 inches high. This was divided underneath into 12 bins on each side, which are used for Picks, Mattocks, Barn Door Hangers and Rail, Strap and T-Hinges, Grindstone Fixtures, etc. Above the bins a rack was built, part of it being 5¾ feet high, for Hoes and Potato Hooks, and the other part 7 feet high, for Rakes, Manure Forks, etc., which have longer handles. On the top of the rack, at right angles with it, are nailed strips, 2 x ⅞-inch, 31 inches long. The space between the strips where the goods hang is 3 inches. Three feet below is another row of strips 1½ x ⅞ inch, 36 inches long, which keep the handles of the hanging goods together, and also separate them from the handles of the Shovels and Forks which stand on the ledge. The Hoe and Rake handles do not quite come down to the blades of the Shovels, etc., so that the space is very economically used and the goods still kept separate. The space inside the frame between the uprights is divided by three shelves, which makes an excellent place to keep Hoe, Rake and Fork Handles.

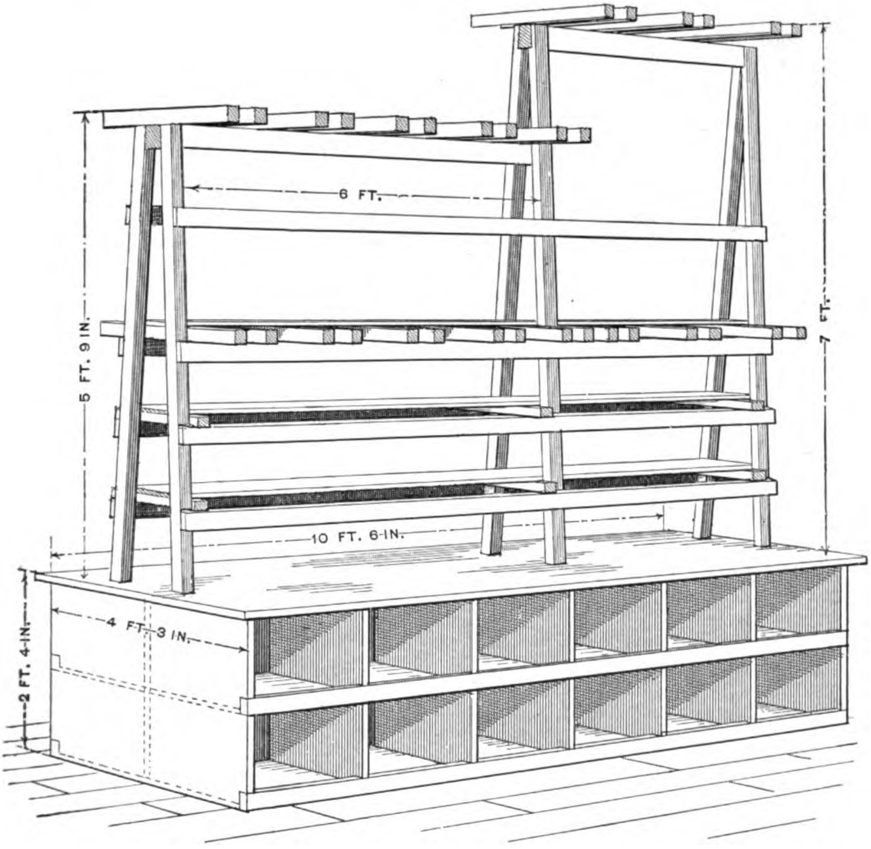


Fig. 6.—Steel Goods Rack.

The racks illustrated in Figs. 7, 8 and 9 are similar in construction though somewhat different in arrangement. The frames of these racks are made of 1 x 4 inch lumber dressed on both sides, and about 7 feet high and of any length. The rack shown in Fig. 8 comes to a sharp point at the top, and is designed for Hoes and Rakes. It may also be used to advantage for displaying Robes and Horse Blankets, when Steel Goods are out of season. The cross pieces on the other two racks may be 1½ x ⅞ inch, attached by screws, and placed 1½ inches apart for hanging the goods. Some prefer raised ends on the cross pieces, as in Fig. 7. As the racks are portable they may readily be moved from place to place in the store.

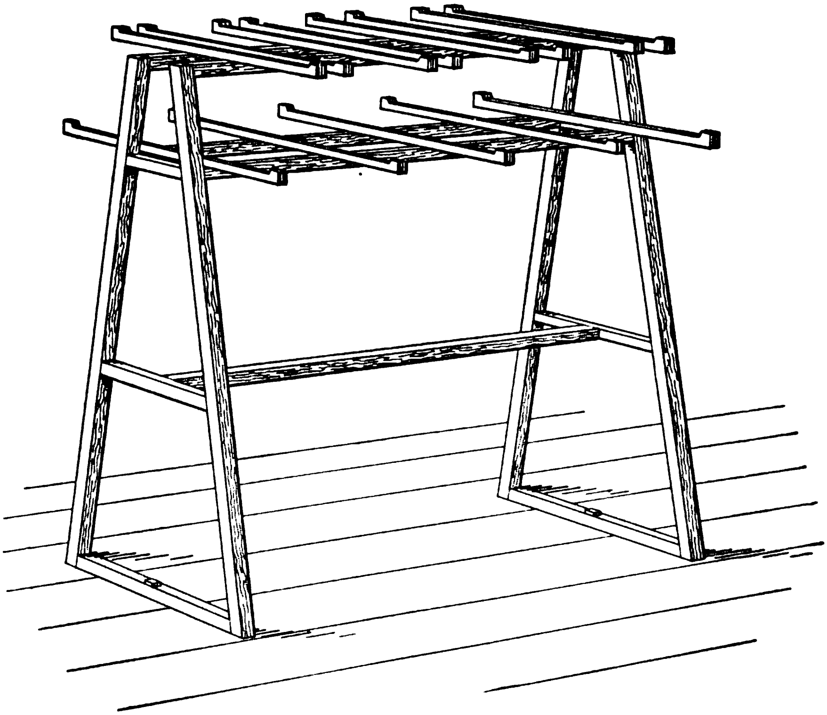


Fig. 7.—Rack for Shovels, Forks, Etc.

Fig. 10 represents a rack 10 feet high, with a base 6 feet wide, and 3 feet 6 inches deep. D-handled goods hang upon the upper row of pegs, these being made of hard wood 1½ inches wide and 1¼ inches thick. They are about 12 inches long and are securely fastened in position. All long-handled goods are below, resting on the platform. Horseshoes are hung on 1½-inch turned hard wood arms bolted to the uprights with ¼-inch bolts. When the goods for which the rack is intended are out of season the rack is used for Barn Door Rail and other goods.

The platform of the rack shown in Fig. 11 is 6 feet long, 2 feet wide and 4 inches high, and is placed upon strong casters.

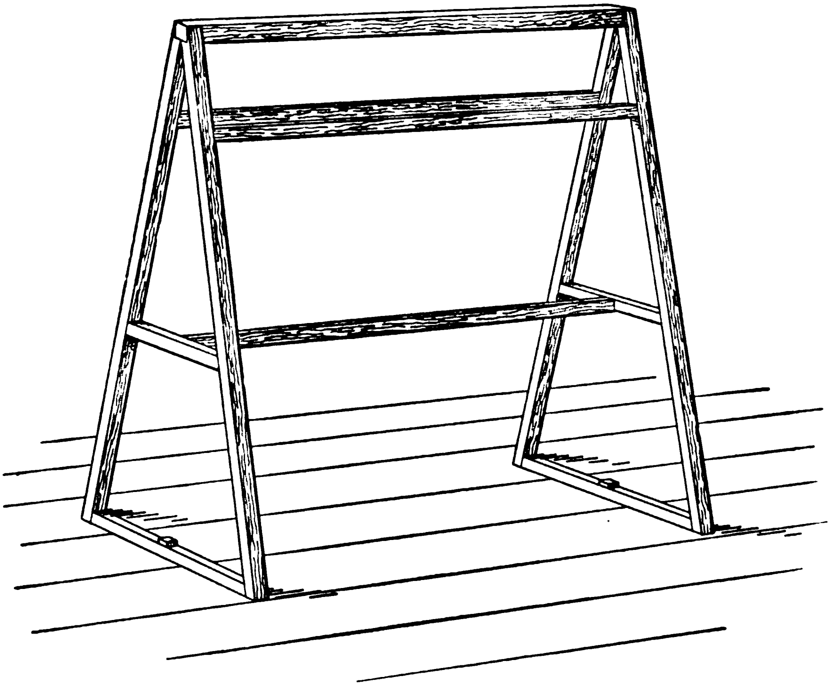


Fig. 8.—Rack for Rakes and Hoes.

The platform is wide enough for two rows of Shovels or Forks. At the center of each end is a standard 10 inches wide and 3 feet high. Between the standards are three horizontal shelves, the same width as the standards, the lowest shelf being 16 inches above the platform, the second one 18 inches and the top one 27 inches. On each side of the upper shelf are 30 pins of No. 3 iron wire, slightly bent near the end. D-handled goods are placed at right angles to the platform. Holes are bored through the two upper shelves for Hoes, Scuffles, Edging Knives, etc., to stand in.

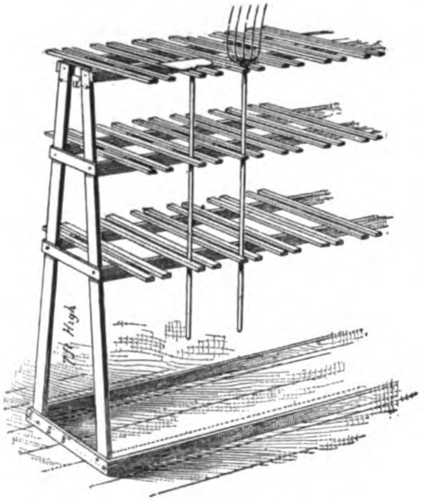


Fig. 9.—Steel Goods Rack.

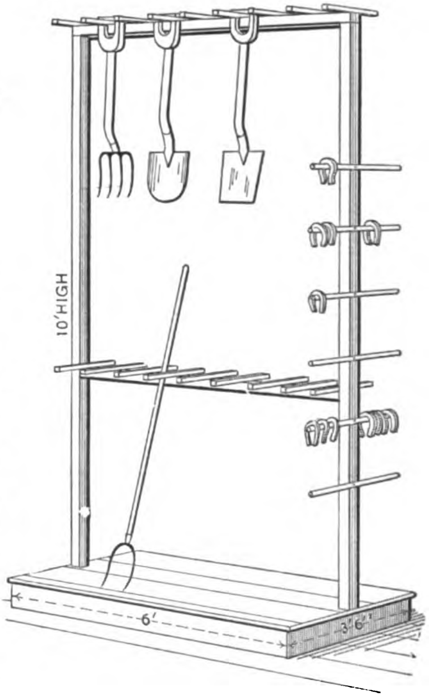


Fig. 10.—Shovel, Fork and Horseshoe Rack.

A combined rack for Steel Goods and Glass is illustrated in Fig. 12. The lower part, which is used for Glass, is 3 feet 10 inches high, and the entire hight of the Steel Goods rack from the top of the table is 4½ feet. The two cross bars form convenient resting places for short and long handled goods. The pegs separating the handles are of ⅜-inch round iron and are designed to prevent the goods from falling sidewise. The table is 3 x 12 feet in size, the top being made of 2-inch material. The arrangement of the smaller sizes of Glass is shown under the table.

A rack made entirely of wrought iron pipe is illustrated in Fig. 13. It is 8 feet high, 10 feet long, and is provided with casters so as to move it as desired. Hooks upon which to hang D-handled goods are placed on each side of the center bar, while Hoes, Rakes, etc., are hung upon the higher bars. The rack can be made larger by extending the uprights, to which the casters are attached, to the top of the rack with double the number of horizontal bars, thereby providing double the amount of room for hanging goods.

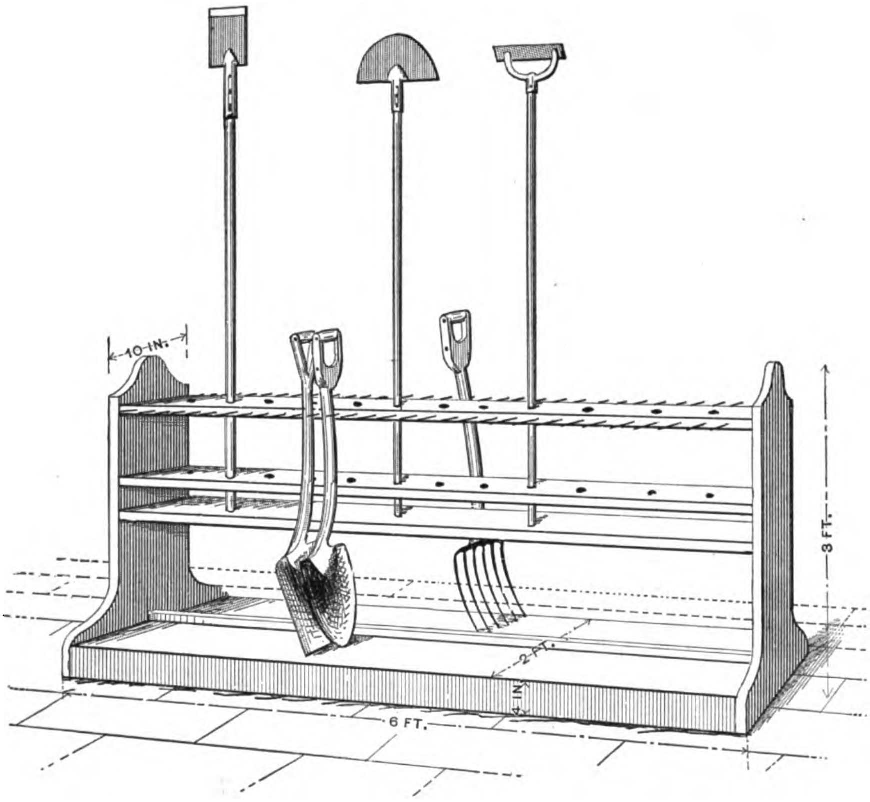


Fig. 11.—*Shovel and Fork Rack.*

A Shovel rack particularly adapted to galleries or to rooms in which Shovels are stored is shown in Fig. 14. It is made of round iron or gas pipe, fastened to the floor and wall. It may also be used for Forks, Rakes and other goods.

The arrangement shown in Fig. 15 consists of a wide shelf supported from the floor by brackets of 1-inch stuff, which also serve as partitions in the lower portion of the rack. All D-handled Shovels, Spades and Scoops are placed between the brackets under the shelf, the base being raised from the floor a few inches and having a strip in front to keep the goods in place. Between the base and shelf the distance is 31 inches, giving room for D-handled goods to stand slightly inclined. The shelf is 18 inches wide, and on this the long-handled goods stand with the handles between the ins above.

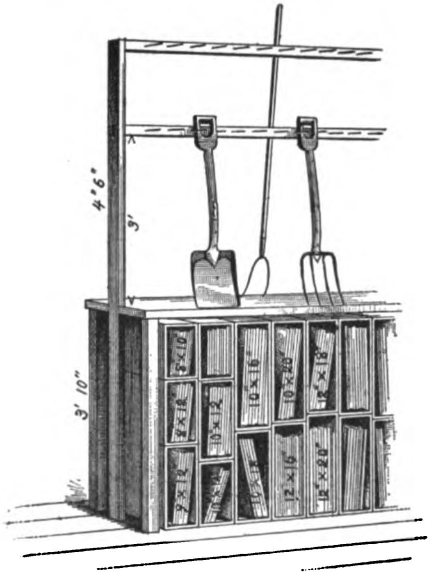


Fig. 12.—Combined Steel Goods and Glass Rack.

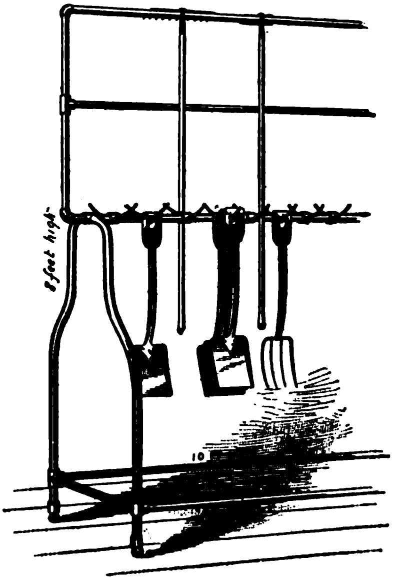


Fig. 13.—Iron Pipe Rack for Steel Goods.

A more elaborate arrangement of somewhat the same character is illustrated in Figs. 16 and 17. The platform is 3 inches high from the floor and 18 to 20 inches wide, with a slightly projecting footboard in front at the floor, beveled on the inside to allow the dust to be easily removed. The shelves are the same depth as the platform and are fastened to the wall by brackets 18 inches above the platform. The shelves are wide enough apart to take one long handle at a time, and pins on brackets are fastened above to keep the D-handled and long-handled goods in line. The arrangement shown in Fig. 16 will accommodate Shovels, Spades, Scoops, Forks, etc., of all kinds Rakes and Hoes may be disposed of as in Fig. 17, and the room under the shelves may be utilized for such goods as Scythes, Scythe Stones, Grass Hooks, Garden Trowels, Floral Tools, Bush Hooks, Straw Knives, etc., in boxes with hinged covers.

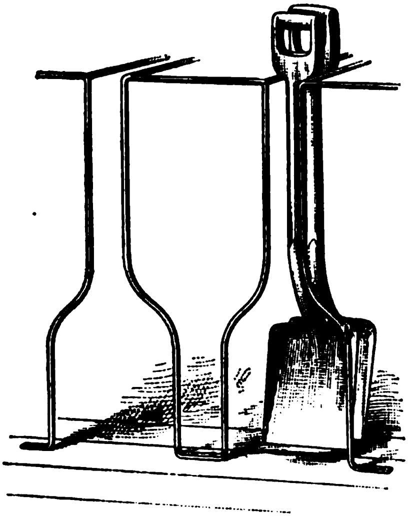


Fig 14.—*Shovel Rack.*

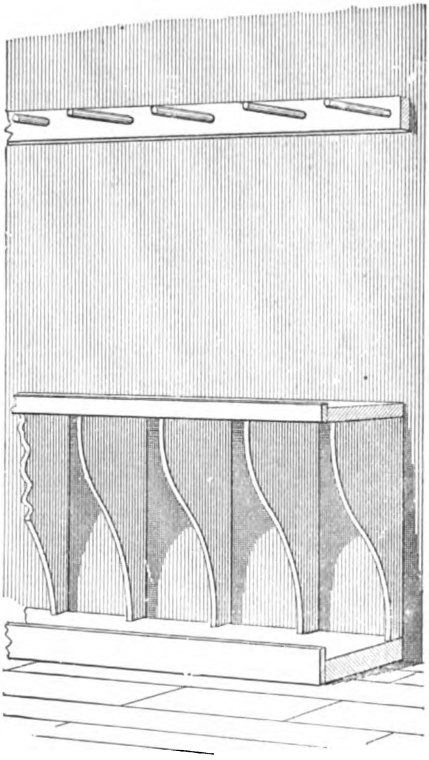


Fig. 15.—*Steel Goods Rack.*

The section of shelving illustrated in Fig. 18 is designed to accommodate a number of goods which are often found troublesome to arrange conveniently. The shelves below the ledge are 36 inches deep, the spaces above being 18 inches deep. In summer the 24 openings below are used for Axe, Pick, Maul, D-Shovel and other handles; Pipe Tongs, Blacksmiths' Tongs, Wood Bench Screws, Hames and Grass, Lawn and Bush Scythes. In winter the Scythes are replaced by Fire Shovels and Tongs. Grain Scythes are too long for the shelves and are placed upright in the space above the ledge, immediately above bins containing the shorter Scythes. The room above the ledge is used for Hay, Manure and Spading Forks and similar goods, the long handled articles being hung on the large Harness Hooks, arranged in pairs, the space between them just admitting the handles. The D-handled goods stand on the ledge, the handles resting against the wall, between the handles of the hanging goods. In winter, when Hay and Spading Forks

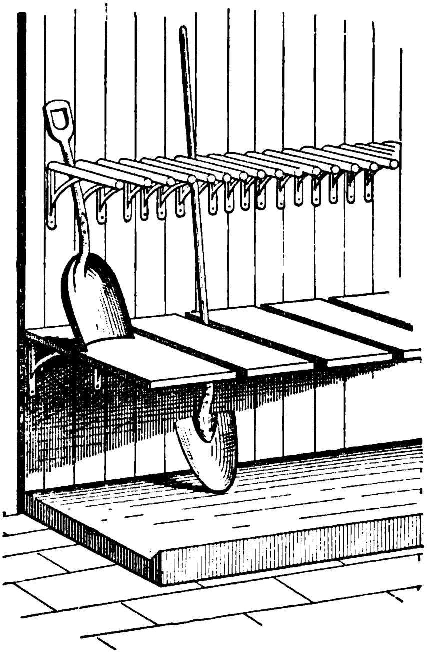


Fig. 16.—*Rack for Shovels, Forks, Etc.*

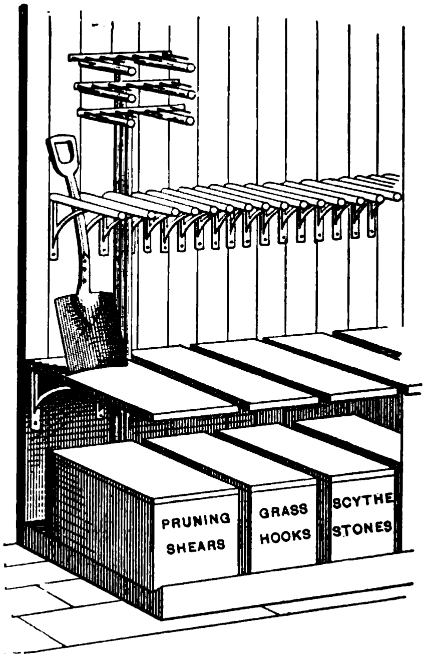


Fig. 17.—*Rack for Shovels, Rakes, Hoes, Etc.*

are out of season, they are replaced by long and D-handled Shovels, Scoops, etc. At the top, above the Harness Hooks, large screw hooks are used for hanging Wood Saws, Coal Hods and Seed Sowers, each in their season.

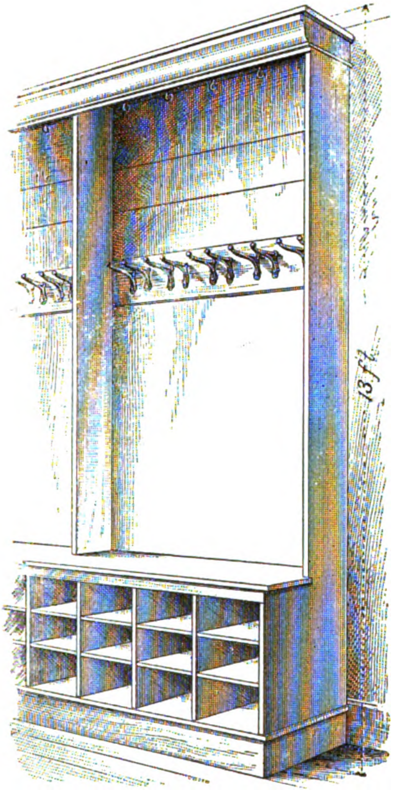


Fig. 18.—*Rack for Farm and Garden Tools, Handles, Etc.*

The rack shown in Fig. 19 is made by driving wooden pins into 2 x 3 inch pieces fastened to the wall. To prevent Forks and similar goods turning on the pins and falling, small nails may be driven along the upper surface of the pins, between which the outer tines of the Forks rest.

Where wall space is used for hanging the goods, brackets, as shown in Fig. 20, may be used, fastened to strips or wooden pins driven into 2 x 3 inch pieces, as in Fig. 19. When necessary small pins can be driven in the top of the wooden pins to keep the tools from turning. This arrangement is inexpensive and serves a good purpose. Winding the iron brackets with tarred twine serves the same purpose as the nails in the wooden pins.

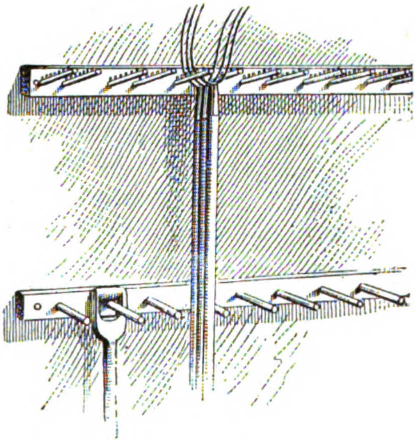


Fig 19.—*Steel Goods Rack.*

Green paint makes an excellent background when these goods are hung against the wall.

In Figs. 21 and 22 a method is shown of making brackets for these goods. The brackets, which are placed 2½ inches apart on the wall, are sawed out of ⅞-inch stuff and are supported by 7 x 9 brackets, the shorter side being screwed against the wall. The distance between the brackets is ample to admit the handles. The details for bracket for D-handle Forks and Shovels are shown in Fig. 22. For accommodating long-handled goods the brackets are made with eight notches instead of six.

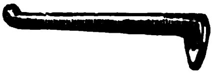


Fig. 20.—Cast Iron Bracket for Shovel Rack.

Brackets made of 5-16-inch round iron, the upper part 12 inches long and the brace 15 inches long, may be used for Steel Goods, as illustrated in Fig. 23. The brackets are put far enough apart to admit of hanging the handles between them. Below the brackets near the end of the handle is a 12-inch staple to hold the handles from slipping sideways and dropping. The opening in the staple is just the width of the thickness of the fork handle, thus holding it firmly.

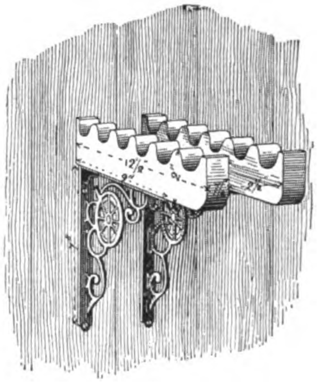


Fig. 21.—Brackets for Steel Goods.

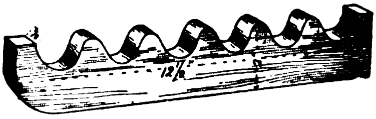


Fig. 22.—Details of Bracket for D-Handle Goods.

An arrangement for sampling Steel Goods or keeping the stock for sale is illustrated in Fig. 24. The stairway is utilized for this purpose, being situated near the front entrance. The arrangement consists of a shelf 2 feet wide and 9 feet long, being 6 inches lower in the front than in back, supported by uprights at each end. Against the wall at each end pieces 4 x 4 are fastened, extending nearly to the ceiling, tastefully finished at tops. The shelf is 3½ feet from the floor in front and 4 feet at the back. A lower shelf is placed 1 foot from the floor and is level. A 5-inch space is left between the back edge of the upper shelf and the wall, to allow for the handles of the Hay and Manure Forks, which extend downward from the hooks on the wall. The D-handled Forks, of which there are two rows hung on the wall, are suspended from small sized harness hooks, while the long handled Hay and Manure Forks are held in place by wardrobe hooks, one being placed on each side of the handle. In the upper and lower shelves are over 50 1½-inch holes through which the handles of Garden and Lawn Rakes, Hoes, Weeding Hoes, Manure and Potato Hooks, Hay Rakes, etc, are passed. Under the lower shelf is a narrow platform upon which the shorter handled tools stand, while the tools with longer handles rest on the floor. This arrangement results in a uniform hight of the tools at the top. Brass screw hooks are used on the end and along the edge of the upper shelf for hanging Garden Trowels, Scuffle Hoes, Grass Hooks, Weeding Forks, Scythe Rifles, Shovels, Spades, Hedge Shears, etc. The opposite end from the one shown has samples of D Handles. The shelves and end pieces are of 1-inch pine, finished in natural wood. Snaths are hung at one end and boxes of Scythe Stones are placed on the floor in front of the rack.

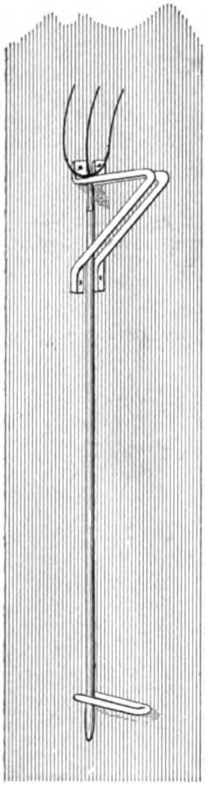


Fig. 23.—Bracket for L. H. Forks, Etc.

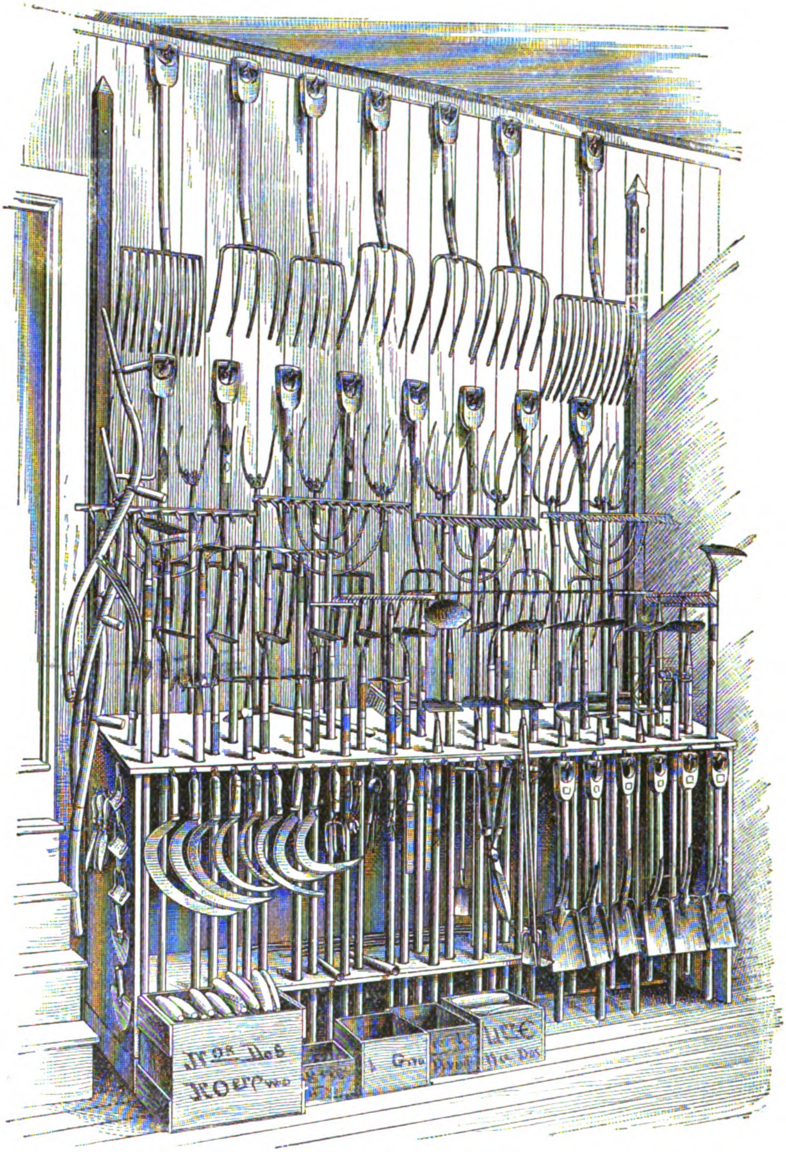


Fig. 24.—Steel Goods Rack for Samples.

The counter shown in Fig. 25, for holding Farm and Garden Tools, is closed at the front and ends, and is open in the rear.

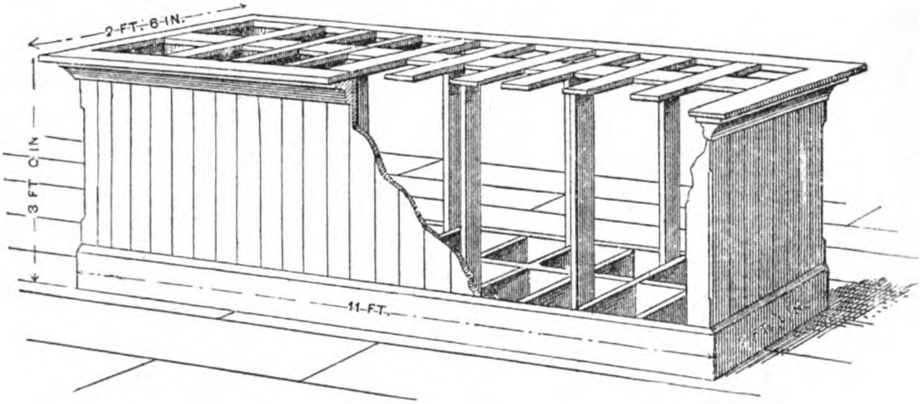


Fig. 25.—Shovel and Fork Counter.

The counter is 11 feet long, 36 inches high, and 2 feet 6 inches wide at the top. The divisions running across the top of the counter are 6 inches wide, and those running lengthwise are 3 inches wide. Most of the openings in which the goods are placed are 6 x 8½ inches, a few, however, being 7 x 8½ and 8 x 8½ inches in size. Long and D-handled goods are kept with the handles down, one row of long handled goods and then a row of D-handled being the order in which they are placed in the counter

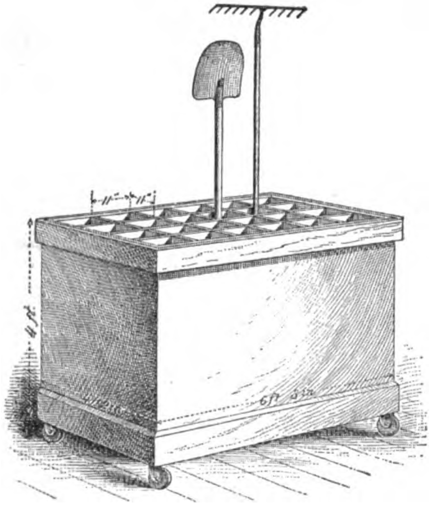


Fig. 26.—Movable Rack for Shovels, Hoes, Rakes, Etc.

Fig. 26 represents a movable rack adapted to showing samples in front of the store. It is mounted on casters, so that it may be readily moved as desired.

The rack for Farm and Garden Tools shown in Fig. 27 is made with strips of wood fastened to the wall, with harness hooks for hanging, and for standing the goods between. The openings underneath are made in an old counter the front of which is turned toward the wall.

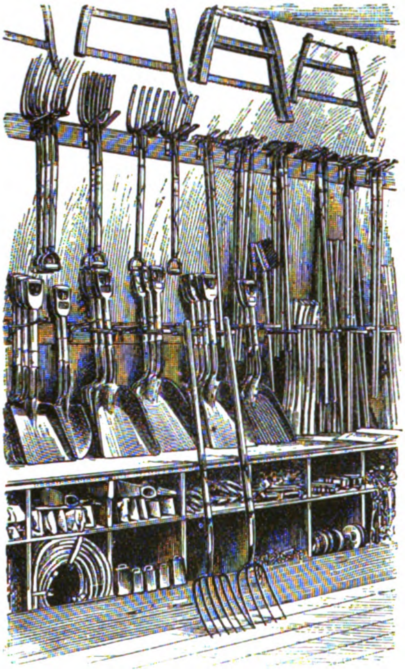


Fig. 27.—Steel Goods with Bins Underneath.

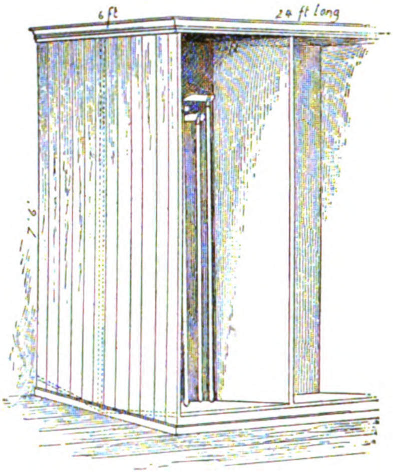


Fig. 28.—Bins for Rakes and Hoes.

A plan for keeping duplicate stock of Rakes and Hoes in the second story of a store is illustrated in Fig. 28. The section of bins is 24 feet long, each bin being 7½ feet high, 3 feet wide and 3 feet deep. The bins are away from the wall, allowing openings on both sides.

CHAPTER XVIII.

Scythes.

Scythes are generally retailed from the original cases, which when inclined against the wall, counter or other suitable support look well and are convenient. This method is very simple and many find it more satisfactory than having special racks to accommodate the goods. In some cases revolving racks holding two or three dozen Scythes and occupying about the same space as a revolving Screw case have been used, but merchants have found that Scythes thus exhibited are likely to become rusty and shop-worn and consequently unsalable. The use of this method, however, secures an attractive display.

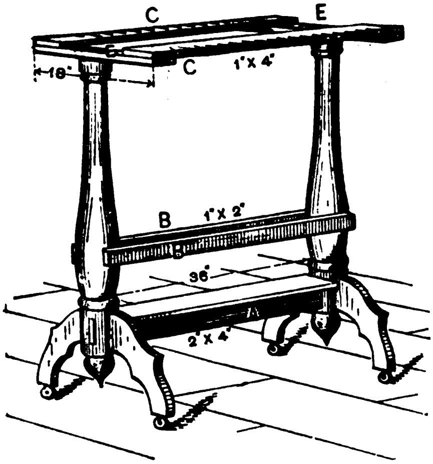


Fig. 1.—Scythe Rack.

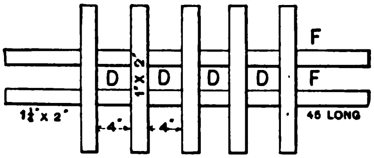


Fig. 2.—Frame to be Attached for Tiling Tools.

Figs. 1 and 2 illustrate a combined Scythe and Tiling Tool rack, 36 inches long, with standards turned out of 4 x 4 inch stuff. The brackets or feet at the bottom have a spread of 16 inches, made of hardwood and provided with casters. The cross pieces E E are of hardwood securely fastened to the standards. Fig. 1 shows the rack adapted to Scythes. When it is desired to use it for Tiling Tools the frame illustrated in

Fig. 2 is substituted for the one shown in Fig. 1 and is secured in place by screws. In Fig. 1 the pieces C C are fastened on the cross pieces E E with screws, and are easily taken off when it is desired to change from Scythe to Tiling frame. The Tiling Spades are hung on the 1 x 2 inch pieces of which the rack is made, and Tile Scoops or Cleaners are placed on end in the spaces marked D, pass down between pieces B B and rest on a board 5 inches wide on the cross piece A. For Scythes the pieces C C are sawed full of notches as close together as the Scythes will hang, and are made of tough, hard wood. The pieces B B should be high enough to allow the Scythes to strike them 4 or 5 inches from the point.

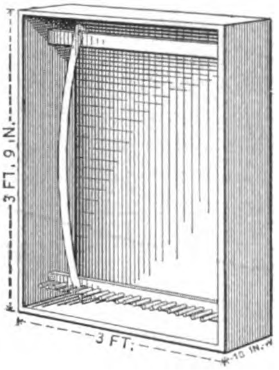


Fig. 3.—Case for Scythes.

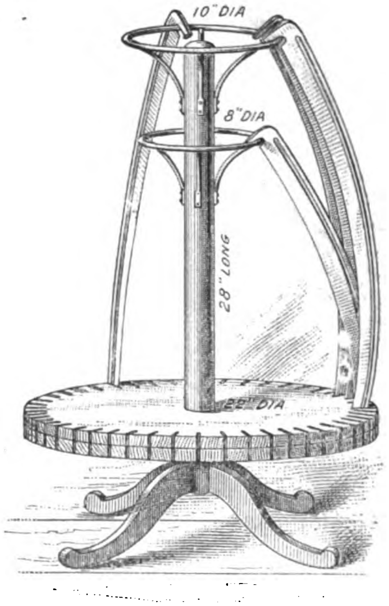


Fig. 4.—Scythe Rack.

The Scythe case shown in Fig. 3 is 3 feet wide 3 feet 9 inches high and 18 inches deep. There is a strip of wood near the top upon which the heels of the Scythes are hung, and a corresponding piece below in which wooden pins are inserted the requisite distance apart to separate the points of the Scythes. Such a case will hold 60 Scythes, and with closed doors will keep the goods in good condition out of season.

An attractive and convenient Scythe rack is shown in Fig. 4, which is constructed as follows: The rings are of ⅜ round iron, one 10 inches in diameter and the other 8 inches in diameter, with three braces welded to each ring The wooden standard is 28 inches long and 2 inches in diameter, to the lower end of which are attached four bracket legs. Two boards 1 inch thick and 22 inches in diameter are fastened together, being careful to have the grain of one board directly opposite the grain of the other. Around the circumference of the boards saw gains are cut 1½ inches apart and about 1 inch deep. A 2-inch hole is bored through the center of the boards and slipped over the standard and fastened securely above the legs. The smaller ring is then fastened on the standard high enough above the boards so that a Bush Scythe can hang by the heel over the ring and allow the point to enter again in the board. The larger ring is fastened at the top of the standard so as to accommodate Grass Scythes in the same manner. The rack holds 50 Scythes, and by providing casters for the legs it can readily be moved from place to place.

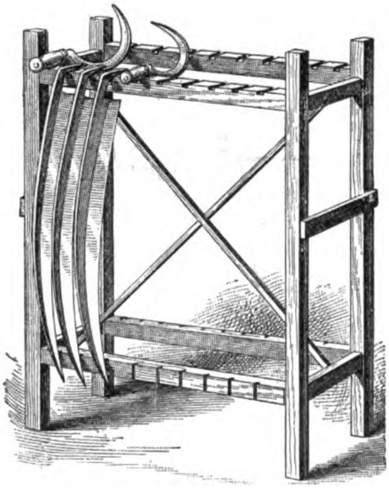


Fig. 5.—Scythe Rack.

The Scythe rack illustrated in Fig. 5 has been found most convenient for displaying and holding an assortment of Scythes from which to retail. The upright posts are 2 inches square and the side rails upon which the Scythes hang are 1 x 1¾ inches. The rack is 42 inches long and 48 inches high, and is designed to hold 18 Scythes on each side, although it is obvious that it can be made to accommodate a larger or smaller quantity of these goods. The slots cut in the top rails are just wide enough to take the heels of the Scythes, while the cuts in the lower rails are made with a hand saw, sufficiently deep to allow the ends of the Scythes to rest in their proper places.

CHAPTER XIX.

Bolts and Screws and Similar Small Articles.

As leading goods made in a large variety of kinds and sizes, Bolts and Screws should be given suitable accommodations in the Hardware store in some convenient location. They should be readily accessible, and care should be taken to avoid as far as possible the liability of mixing the different sizes while they are being examined or handled by salesmen or customers. In the following pages we describe several excellent methods. In addition to these and similar devices there are several Bolt and Screw cases put on the market by manufacturers which have advantages and are considered by many convenient and labor saving. The methods illustrated, however, are applicable to a wider range of articles and are suggestive and deserving of careful study.

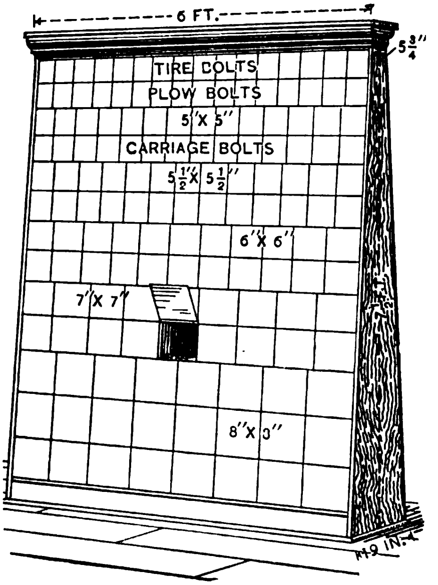


Fig. 1.—*Bolt Case.*

The Bolt case illustrated in Fig. 1 is 6 feet wide, 7½ feet high and has about 150 places for Bolts. When a greater number of sizes are to be accommodated the case can be made proportionately larger. The compartments are square and of the following sizes, adapted to the various sizes of the Bolts: 4½ x 4½ inches, 5 x 5 inches, 5½ x 5½ inches, 6 x 6 inches, 7 x 7 inches and 8 x 8 inches, as indicated in the illustration. The drop covers are made of sheet iron or tin hung on a wire passing from one side of the case to the other, the wire being fastened between each cover by blind staples. The covers prevent the Bolts from getting mixed and also protect them from the dust. The sizes of the Bolts are painted on the covers.

The rack, a portion of which is shown in Fig. 2, has drawers accommodating 356 sizes of Bolts, with shelves at the top for full packages. The fronts of the upper drawers are 5 inches square and of the lower ones 9 inches square. The large drawers are divided crosswise by a partition. The drawers are made with dovetailed corners and the fronts shellaced and varnished. The kind and size of Bolts are marked on the fronts of the drawers in black letters and figures. The bins or pigeonholes below are 9 x 12 inches, and are used for malleable iron castings. It is obvious that they may be made wider, to accommodate longer Bolts than the drawers above them.

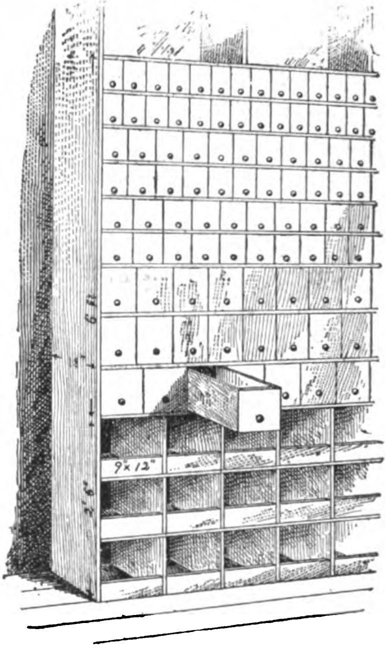


Fig. 2.—Bolt Rack.

It is sometimes found desirable to use drawers made of galvanized iron, which are given place in the shelving. The following arrangement on this principle is referred to as having been found quite satisfactory: Five rows of drawers, 22 in a row, 110 in all, each 3½ inches deep, 5 inches wide and 15 inches long; five rows, 16 in a row, 80 in all, each 5 inches deep, 7 inches wide and 15 inches long. These are all placed above the ledge, and below are three rows of compartments, 12 in each row, each compartment being 8½ inches deep, 9 inches wide and 24 inches long. These are used for Bolts from 12 to 24 inches in length and too heavy for the drawers.

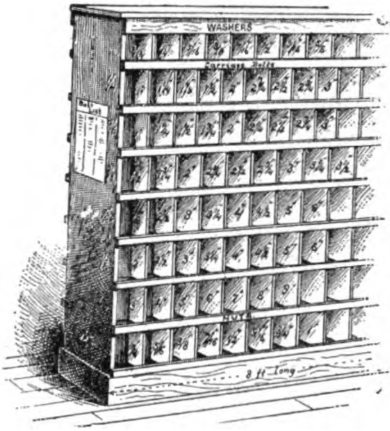


Fig. 3.—Rack for Bolts, Nuts and Washers.

The rack shown in Fig. 3 is 22 inches deep and 8 feet long, and has a flat top to carry extra stock. It stands out in the store, so as to be accessible from either side, and has 168 pigeonholes on each side. It has a sufficient capacity for a good assortment of Carriage Bolts and the Washers necessary and also for a line of threaded and blank Nuts on one side, while the opposite side may be devoted to a fair assortment of Norway, Machine and Tire Bolts and Lag Screws. The rack is divided diagonally from end to end, admitting a Bolt 4 inches long in the shortest pigeonhole and 18 inches long in the longest. The rack is intended to take in the full line of Common Carriage Bolts of one diameter on one tier of the pigeonholes, so that it is only necessary to mark the diameter of the Bolt on the frame at one end of the row and the length of the Bolts over each pigeonhole.

An arrangement suitable for Bolts, Strap and T-Hinges, Screw and Strap Hinges and similar goods, is shown in Fig. 4. The pigeonholes above are devoted to Bolts, the depth of the pigeonholes diminishing toward the top.

A rack similar to the one shown in the foregoing illustration may be made with a strip of wood 2 inches wide run-

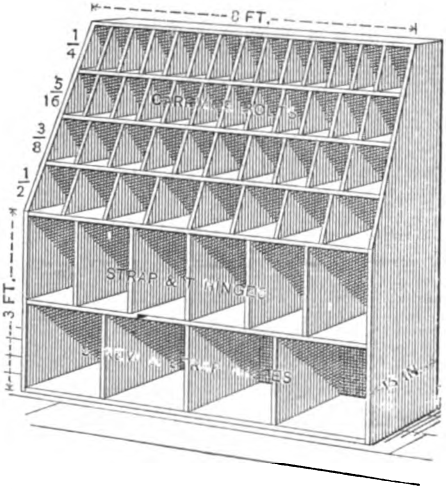


Fig. 4.—Rack for Carriage Bolts and Heavy Hinges.

ning along in front of each row of pigeonholes. A full line of labels for the different sizes of Bolts as used by the Bolt manufacturers may be obtained and pasted on the wood strips in front of the pigeonholes in regular order, the whole wood work having been previously painted or otherwise suitably finished. A coat of varnish over the labels will prevent them from coming off and add to their appearance. It is desirable to have the pigeonholes large enough to hold a little more than a full package of each size of Bolts.

The base upon which the Screw case shown in Fig. 5 rests is 40 inches deep, providing for a case 39½ inches wide The hight of the case in front is 4 inches and in the rear 6 inches, outside measurement. The case is devoted to a series of boxes, as shown in the illustration. The front boxes are 4 x 4½ and 3 inches deep, and the rear ones 4 x 4½ and 4¾ inches deep, inside measurement, thus making the rear boxes 1¾ inches deeper than the front, the other measurements being the same. This arrangement was adopted to avoid the necessity for making the rear boxes wider than the others, as then the case would not have presented as symmetrical an appearance as it does in the way in which it is made. The case contains 240 boxes, each holding a different size of Screw, with the size contained in each box clearly marked on the lid. The assortment includes screws from ¼-inch No. 0 to 4-inch No. 20, the sizes being arranged in regular order, with the smaller Screws in front. Each box is large enough to hold the Screws contained in a package. The entire stock of Screws in original packages of 10 gross and smaller is kept in the shelving above the case, as shown in Fig. 6. Screws are sold from the shelves in unbroken packages, small lots being retailed from the case. It is sug-

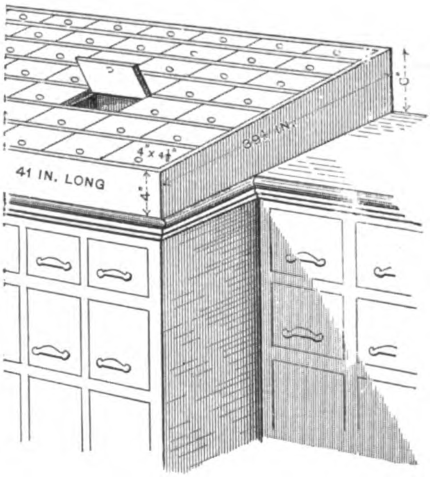


Fig. 5.—Screw Case.

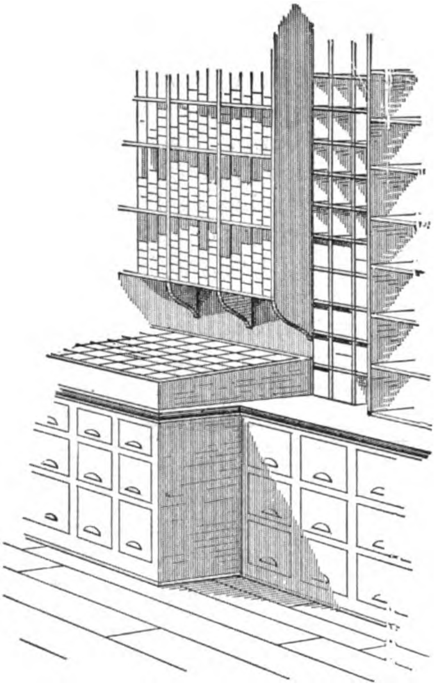


Fig. 6.—Screw Case and Shelving.

gested by those who adopt this method that when all Screws of one length are on the shelving together it results in greater uniformity of appearance than if all the lengths of the same number are placed together.

Screws are sometimes kept in shallow drawers 1½ to 2 inches deep, divided into compartments to hold a gross of Screws each. For the smaller sizes of Screws, open tin boxes to slip down or into the compartments are found convenient, as they can be lifted out as called for by customers.

The case a portion of which is shown in Fig. 7 is designed for use either in the shelving or on the counter. It is about 5 feet long, 10¼ inches high and 16 inches deep. The drawers are all 2¾ inches high and 16 inches long. They differ, however, in width, 33 drawers being 2⅜ inches wide, and 3 drawers each 4, 4⅞, 5⅜, 5¾ and 5⅞ inches wide, making 48 drawers in all. Each drawer has three compartments, as shown in Fig. 8, so that in the entire case there are 144 compartments, which will be found sufficient to accommodate the stock of Iron and Brass Screws, flat and round head, of the sizes usually kept by the

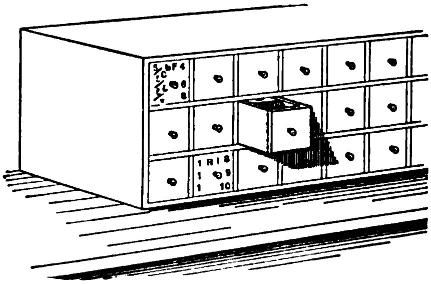


Fig. 7.—Screw Case.

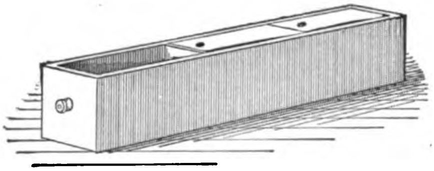


Fig. 8.—Drawer for Screws.

smaller retail trade. The sizes and kinds of Screws in each drawer are designated by markings on the front. As shown in Fig. 8, each drawer has two slides working in a groove, so that but one size of Screws is exposed at once, the slides being easily moved by the finger in order to open the desired compartment.

For keeping Screws in drawers, tin boxes similar to the one shown in Fig. 9 have been found to answer well. The boxes are made large enough to hold one or more gross of Screws. The strip across the top of the box in front serves the double purpose of affording a convenient place for marking the size of Screws and as a handle for lifting the box from the drawer.

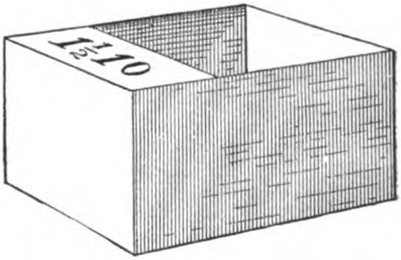


Fig. 9.—Tin Box for Screws.

A box for Bolts, Nuts, &c., strongly made, is shown in Fig. 10. Divisions are made according to the size of the articles, some boxes having two and others five or six. Near the back end on the bottom and on either side are ⅞-inch sash rollers, used to lessen friction. A japanned or brass lifting handle provides a desirable means of drawing the boxes out of the shelves. In such boxes may be carried Bolts of all kinds, Nuts, Washers, Rivets, Horse Nails, Toe Calks, Babbitt Metal, Lag Screws, Set and Cap Screws, Glue, Borax and an almost endless variety of heavy goods of small size. A feature of these boxes is the amount of room saved by their use.

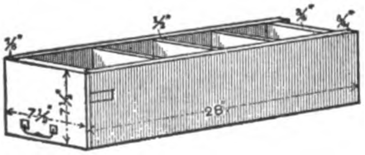


Fig. 10.—Box for Bolts, Nuts, Etc.

If it is thought desirable to have boxes for Screws and similar goods it is feasible to put a shelf between the regular shelves, reducing the opening one-half in hight, and to have boxes of suitable hight, width and length to fit the openings, such boxes being made of either tin or wood. From 3 to 5 inches is a desirable width for such boxes, which are also furnished with tea kettle or other suitable knobs. The fronts may be painted in any suitable color, with the sizes marked in black. Boxes 10 to 12 inches long may be divided in the middle.

Boxes or drawers in the shelving are shown in Fig. 11, the construction being thus described: A frame 39 inches long, 16 inches high and 9 inches deep is divided into six rows of pigeonholes, each 2½ inches high, 3¾ inches wide and 9 inches deep. The partitions are of ½-inch wood, 54 openings being thus given. Tin boxes, with a flange in front which rests flush against the wood of the partition, slide freely in these openings. On each box is a ¾-inch porcelain knob, with the wire or screw cut off, and soldered to the front of the box. The boxes are painted green, and the length and the number of the Screw painted on the front of each box.

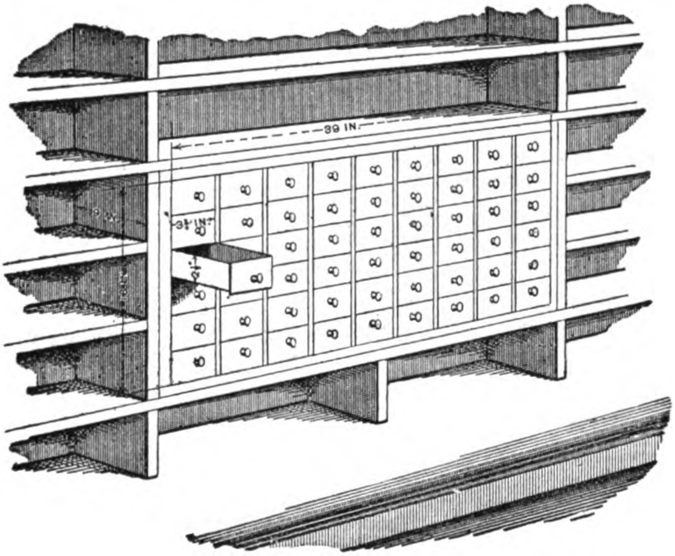


Fig. 11.—*Tin Boxes for Screws.*

The Screw case shown in Fig. 12 consists of a number of small drawers in the shelving, containing all sizes of Flat Head Iron Screws and part of the stock of Flat Head Brass Screws. Unbroken packages of Screws are kept on the shelves above the case, the sizes kept in stock running from ¼ by 2 to 3½ by 24. The Tacks to the left of the Screw case have the sizes kept separate by movable partitions, which are painted the same color as the shelving, thereby making it feasible to give each size of Tacks the space it requires.

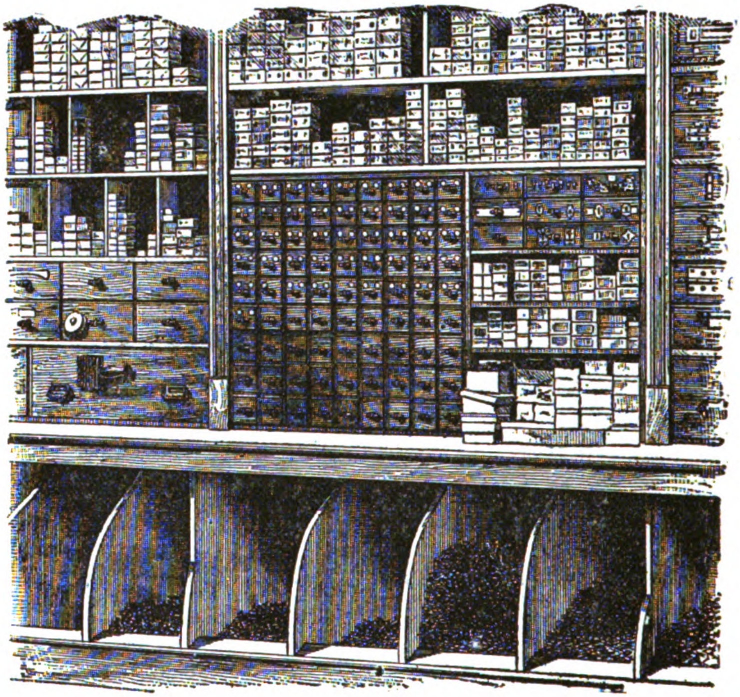


Fig. 12.—*Screw Case and Arrangement of Tacks.*

The case illustrated in Fig. 13 is for holding retail stocks of Screws, Rivets, Escutcheon Pins, Trunk Nails, Machine Screws, Copper Washers and other small articles which require a good deal of room when kept in full assortment. The

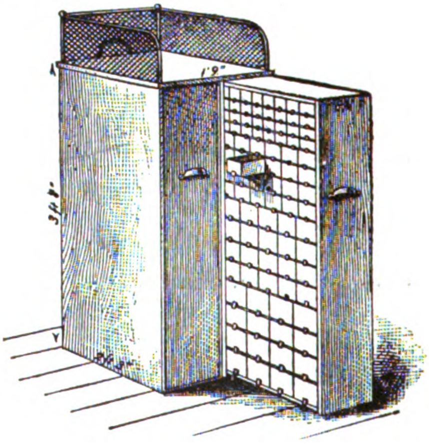


Fig. 13.—*Screw and Rivet Case.*

case contains two large box slides, mounted on truck or other suitable rollers or casters so that they may be moved in and out easily. Each slide is fitted with shelves to suit the proposed contents. That shown in the cut is intended for Screws. The shelves are made of ⅜-inch pine and have no upright partitions, the small drawers fitting closely together. The drawers have leather pulls instead of screw eyes and are appropriately labeled. The shelves are placed 1¼ inches apart for the four top rows of small drawers, 1¾ inches apart for the next four rows, 2¼ inches apart for the next four rows, and 2½ inches apart for the remaining rows. The number of drawers ranges from nine on the top shelf to five on the lowest, and they are made of thin wood, slightly tapering toward the back so that they may slide easily. The complete protection that goods are thus

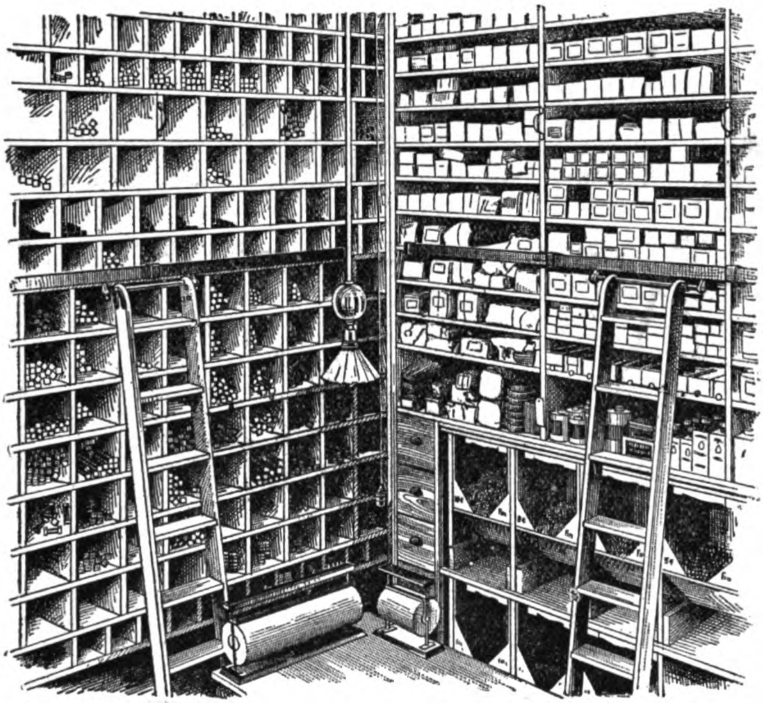


Fig. 14.—An Interesting Corner.

given from dust and dampness is one of the advantages of this arrangement.

An interesting corner is shown in Fig. 14, which is full of suggestions in regard to arrangement of stock so as to utilize every inch of space. The upper shelves are reached by traveling ladders, and the counter in front of the shelving is fitted with Nail bins. The pigeonholes extend to the floor, and at the end of the counter are devoted to Lag Screws, Machine Bolts, Washers, Strap and T Hinges, etc. Full packages of Tire and Carriage Bolts, Glue, cans of Carriage Varnish, Carriage Paint, with the Nail bins, drawers, &c., occupy the shelving behind the counter.

Information in regard to another desirable method of accommodating Screws is given in Chapter XXII, Fig. 2, and bins for Machine Bolts, etc., are illustrated in Chapter XXII, Fig. 10.

CHAPTER XX.

Cross Cut Saws.

In most parts of the country the Hardware merchant's stock includes a smaller or larger assortment of Cross Cut Saws, and in the lumber districts these goods are an important line. They are somewhat inconvenient to handle unless suitable provision is made for them, but then present comparatively few difficulties. From the designs given in the following pages our readers will be able readily to select a method which will be suited to their different requirements, whether carrying a large or small assortment. A feature of this class of goods is the fact that they require little space for their accommodation, and permit of effective display if samples are given a prominent position, which may be near the top of, or above the shelving, or in some other out of the way place. In addition to the advantage there is in such display of one or more samples of Saws as means of attracting business, they contribute not a little to the appearance of the store, as properly placed they give a very desirable decorative effect, which is enhanced by appropriate lettering in gold or bronze.

A rack for displaying and holding a large assortment of Cross Cut Saws is shown in Fig. 1. It is 7 feet long, 7 feet high and 9 inches deep in the clear, and has 16 partitions. Each of the partitions has a piece cut out of the front for convenience in getting out the Saws, such recesses running diagonally across the front, as shown in the illustration. The top of the rack is tastefully ornamented with scroll work.

A rack having a compartment for each length of Saw, and which, from its structure, prevents Saws from falling out, may be built as shown in Fig. 2. It is made of ordinary ⅞ or 1 inch dressed boards, painted on the outside, the blocks for marking the sizes of Saws being of some light color, and the figures

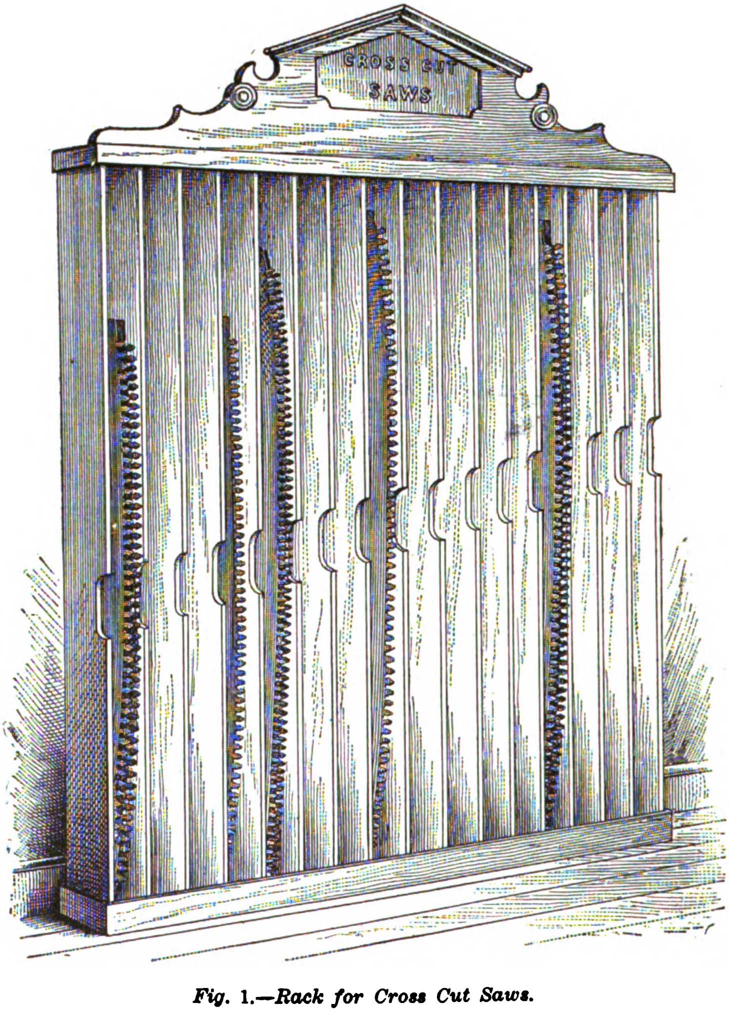


Fig. 1.—*Rack for Cross Cut Saws.*

black. The depth of the rack is 10 inches, with 4-inch spaces between the partitions. The length of Saws provided for is from 5 to 8 feet, each compartment holding from eight to ten Saws. The semicircular recess in the front gives a clear view of the style of tooth; and the blocks at the top prevent the Saws from falling forward, the Saw being easily removed by taking hold of the lower end and drawing it out. It is unnecessary to measure the Saws either in putting them in or taking them out, as the blocks indicate the length. Underneath the Saws is a convenient space for keeping Handles and the old-style Cuffs. Drawers may be substituted for the bins under the Saws if desired.

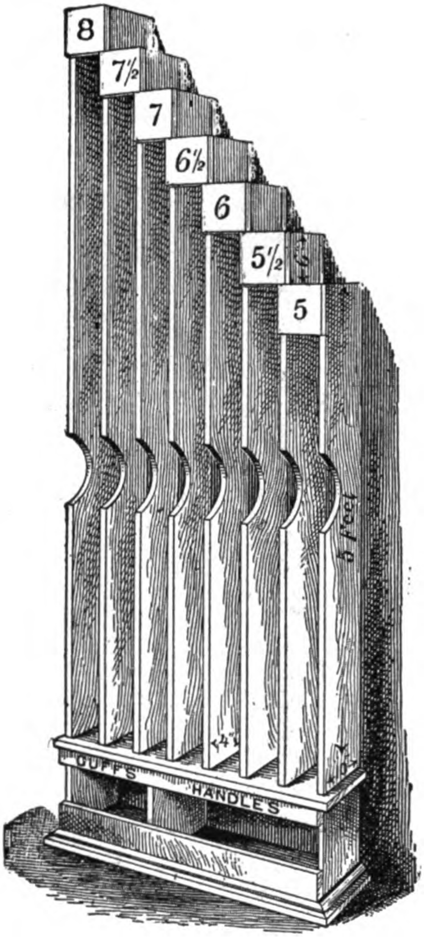


Fig. 2.—Cross Cut Saw Rack.

In some stores there is an unused space between the show window and end of shelving that can often be utilized for keeping Saws. A rack may be made with but little trouble by having a shelf between the window and shelving about 12 inches from the floor on which the Saws stand, with the teeth toward the wall. Five feet above the shelf a strip of wood running horizontally is nailed to the wall, into which are driven large casing nails or wooden pins, with space enough between each to admit a Saw. The teeth are thus protected and kept apart. The space underneath the shelf is used for keeping Handles.

The effect of displaying Cross Cut Saws in showcases is illustrated in Chapter IX, Fig. 11.

Fig. 3 represents a Saw case or rack for holding about 30 Saws. It is made 7½ feet high, 24 to 30 inches wide and 10 to 12 inches deep. About 15 inches from the bottom a piece is fastened inside against the back, cut with gains ½ inch apart; and 5 feet from the bottom another piece of the same kind is fastened. The Saws are inserted as shown in the cut, the gains keeping them apart and in position. The case may be improved by covering the opening with doors either with or without glass, thus keeping out the dust.

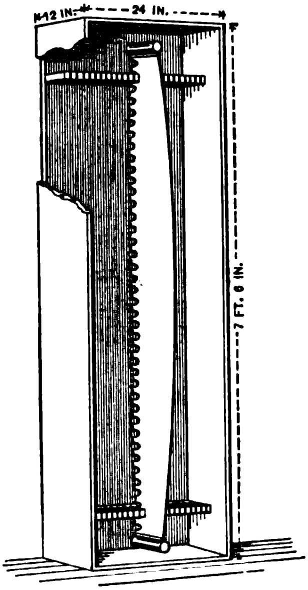


Fig. 3.—*Case for Cross Cuts.*

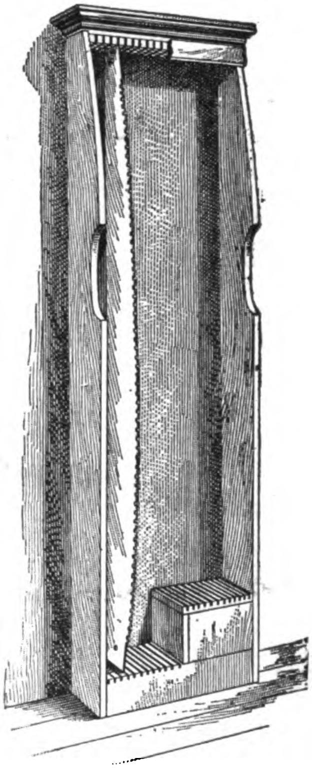


Fig. 4.—*Cross Cut Saw Case.*

The case shown in Fig. 4 accommodates 12 6-foot Saws and the same number of 5½-foot Saws. The side pieces are made of boards ⅞ inch thick, which conform somewhat to the shape of the Saws, being wider at the center than at the top, with cut-outs a little above the center of the rack. The width of the side pieces at the top is 4 inches, 7 inches being the greatest width. The Saws are put in the case top first, fitting into slots back of the top board, part of which is broken away in the illustration to show the construction. In this manner the Saws are kept from falling forward and are easily and quickly removed as desired. It is obvious that the same principle can be further applied for the accommodation of other sizes.

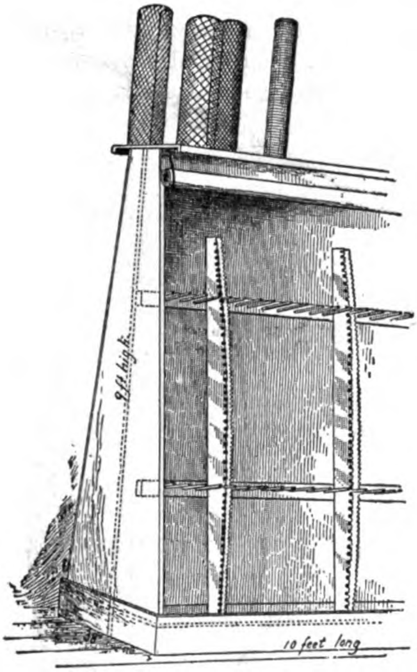


Fig. 5.—Cross Cut Saw Rack.

The Saw rack shown in Fig. 5 has a capacity of from 1200 to 1600 blades. It is made alike on the two sides and is provided with a drop curtain on each side to protect the Saws from dust. The Saws stand between hickory pegs ⅝ x 1 inch, which project 8 inches, and are 2 inches apart. The base board in front projects 2 inches above the floor of the rack. The rack is 10 feet long, 9 feet high, 38 inches wide at the base and 21 inches wide at the top. The top is used for holding rolls of Screen and Poultry Netting and other goods. The rack has the feature of being economical of space in view of its large capacity.

Driving a nail in the wall or in a board upon which to hang a Circular Saw is a simple way of putting up a sample, but it may often be improved upon by hanging the Saw at an angle of about 15 degrees out of the perpendicular, as it shows to greater advantage than when flat against the wall. A couple of wire brads driven at suitable points under the Saw for it to rest on will hold it to the desired angle.

CHAPTER XXI.

Hand Saws.

It is usually desirable that the stock of Hand Saws should be kept near a part of the counter not occupied by showcases, as handling these goods over a glass case is inconvenient for both the customer and the salesman, and not infrequently the frame of the case is damaged by the teeth of the Saws. A mechanic in making a purchase usually likes to select from a number of Saws, to test the spring of the blade and to find one which hangs to suit him. This selection generally can best be made from a counter, where the available room permits the Saws to be laid out side by side without touching one another. A piece of chamois skin, slightly oiled, should be within convenient reach, and the Saws thoroughly rubbed off before they are put away.

Where room can be spared, an attractive display may be made by keeping the stock in a wall case having a dark background. In this way the Saws are in plain sight, look exceedingly well, and can be kept clean and dry. For hanging the Saws hardwood pegs about 10 inches long, with a knob on the end, may be used.

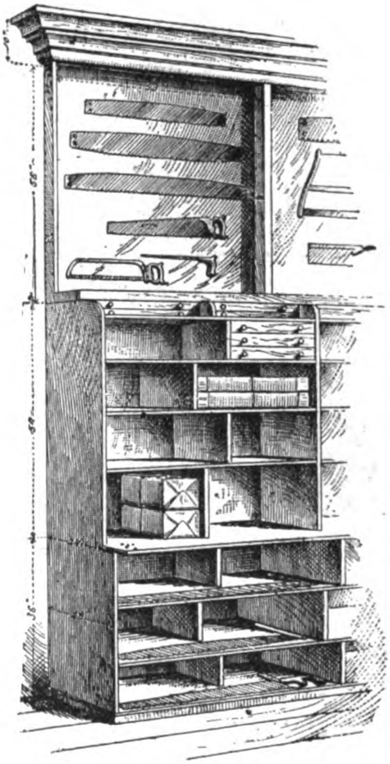


Fig. 1.—*Saw Rack.*

In Fig 1 the shelving for general Hardware extends to the hight of 54 inches from the floor. Above this is a case, having a black background, in which Saws are exhibited, the space devoted to them extending from the shelving to the ceiling. The Saw case thus occupies the space above the shelving often left vacant, which is in this way put to good use, giving an effective display and adding much to the general appearance of the store. Drawers in the upper part of the shelving are devoted to Back Saws, Compass Saws, etc. Cross Cut Saws are placed in divisions made wide enough to receive them.

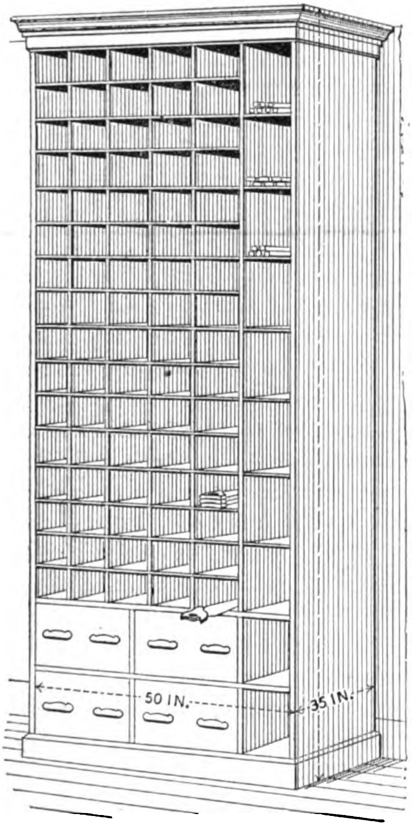


Fig. 2.—Hand Saw Rack.

For disposing of a complete line of Saws in a small space the rack shown in Fig. 2 is convenient. The rack extends from the floor to the ceiling, 12 feet, and is 4 feet 2 inches wide, with a depth of 35 inches. The pigeonholes are 9 inches wide and 6 inches high. The rack is made of ¾-inch stuff, with five pigeonholes in width and sixteen in hight, leaving room at the bottom for four drawers for Compass and other small Saws. The Saws are taken from the packages and laid flat, handles to the front. The Saws meeting with readiest sale are put nearest the floor, and are put each point in a separate hole. Those not called for so often are put higher up, and two or three points together. The rack will hold a great variety, and when kept in order presents a handsome appearance. Each pigeonhole is distinctly lettered with black letters on white paper, and printed, not written. A lot of these labels can be printed at once and renewed when they become soiled. The rack extends out much further than the shelving, which may necessitate its being placed in the back part of the store. In some stores it could no doubt be given a more central position without detracting from the appearance. Smaller stocks could be accommodated in a smaller rack. In connection with the Saw rack, as represented in the cut, pigeonholes may be made of the same depth, 10 inches wide and 12 inches high, for Axe, Adze, Sledge and Pick Handles, D-Handles, Handled Axes, Yard Sticks, and other goods of inconvenient size or shape.

A Saw and File rack, having the advantages of taking up but a small amount of counter room and of assisting in keeping the goods clean, is represented in Fig. 3. The base upon which the rack is built is of 1-inch stuff, 11 x 33 inches in size, which is the space the rack occupies on the counter. The rack proper is 9 inches at the base and 53 inches at the top. The side pieces are 7/8 inch thick, and the divisions 1/2 inch thick. Its full hight on the base is 52 inches, so that when standing on a 34-inch counter a man 5 1/2 feet tall can easily reach the Saws in the top row of holes. There are 130 pigeonholes on each side for Files, and 27 apartments for Saws. The top pigeonholes will accommodate all Saws from 18 to 28 inches in the regular sizes, leaving plenty of room for Meat, Back and Compass Saws. The top of the rack is utilized for keeping unbroken boxes of Saws and Files. The rack will hold on one side all sizes of Files from 2 to 14 inches, as follows: Mill Bastard, Half-round Bastard, second cut and smooth; Hand Bastard, second cut and smooth; Flat Bastard, second cut and smooth. On the other side it will accommodate Taper Files, Three-square Bastard, second cut and smooth; Round Bastard, second cut and smooth; Square Bastard, second cut and smooth. The pigeonholes for Files are uniform in size, except the three lower rows, which are used for small Files. Most of these will hold one dozen Files in their original boxes. The center division, running up and down, is painted white, with the length of Files in the various rows designated by black figures. The rack should be firmly put together, being both nailed and glued, and the base bolted to the counter. The rack being larger at the top than at the bottom, saves counter space and allows but little dust to settle on the goods.

An ingenious arrangement for keeping a stock of Hand Saws in the original boxes, at the end of a section of shelving, is shown in Chapter XXIII, Fig. 2. False fronts are substituted for the last tier of drawers under the ledge, and the boxes of

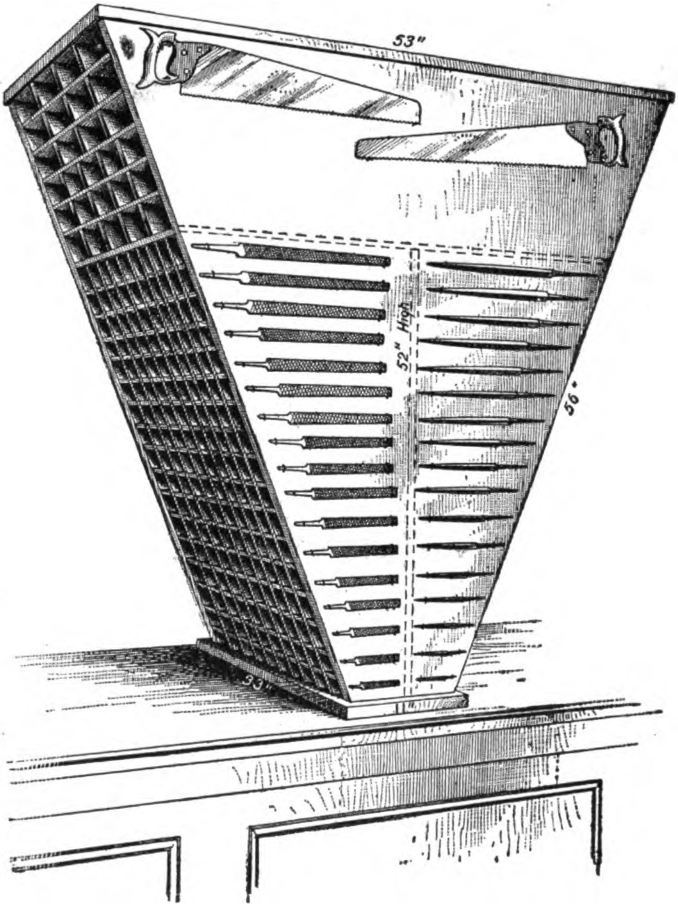


Fig. 3.—File and Saw Rack.

Saws are placed on the shelves open at the end. If sufficient space can be given to accommodate the entire stock, this plan will often be found very satisfactory.

Saws may be kept in a case with sliding glass doors, as shown in Fig. 4. Pegs can be set into the back of the case to accommodate Hand, Meat and Back Saws in a systematic arrangement. The top of the case is low enough to be comfortably reached from the floor without the use of a ladder, while the shelves above are used for stock in original packages. Duplicate stock of Saws is kept in the original boxes underneath the case.

Instead of hanging Saws as in the preceding illustrations, a case can be arranged for standing them on edge. Such a case is made 3 feet 4 inches wide, 3½ feet high and 34 inches deep. It contains four shelves, upon which are strips about 5 inches wide standing on edge, with slots sawed in them about 1½ inches apart. Saws are placed lengthwise in these slots, handles out, each kind being kept on a shelf by itself. The case has glass doors, which keeps the Saws free from dust. Such an arrangement has some advantages over keeping Saws in drawers or hanging them up.

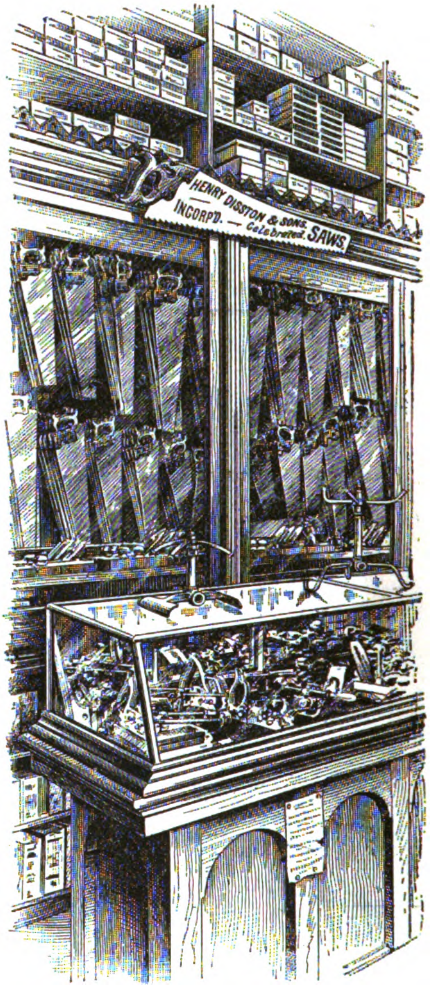


Fig. 4.—Saw Case.

Saws may be kept on the ledge in racks, as shown in Fig. 5. These racks consist of a strip above and a round piece of wood below, fastened between blocks resting on the ledge. The piece at the top has sawed notches to receive the blades of the Saws, and is nailed to cleats on the sides of the shelf supports. The racks extend along the ledges a sufficient distance to accommodate the stock carried and permit any Saw to be withdrawn easily for the purpose of examination or sale.

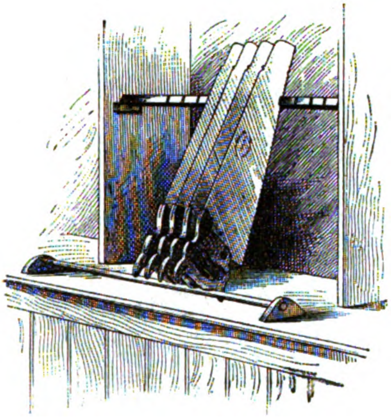


Fig. 5—Saw Rack.

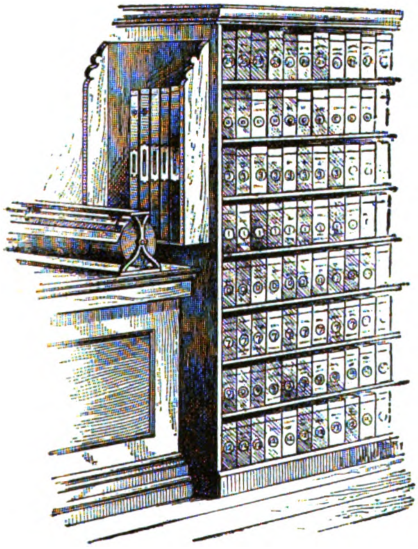


Fig. 7.—Hand Saw Case.

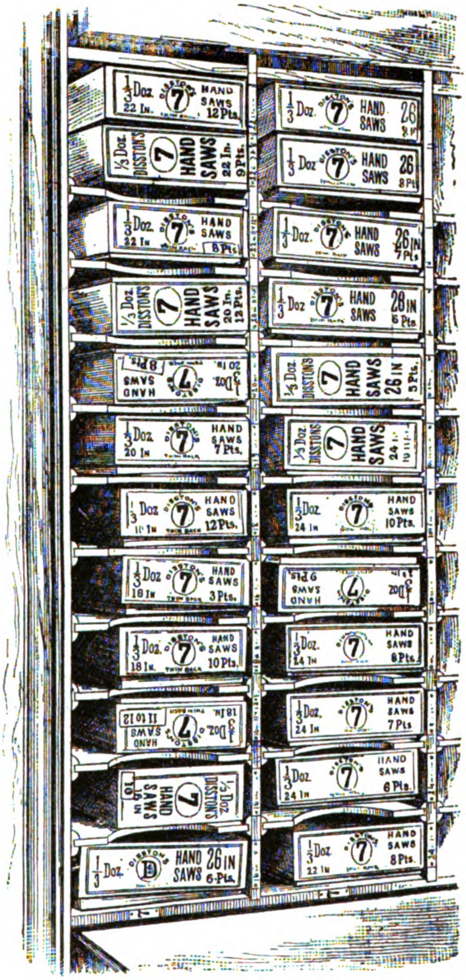

$\frac{1}{3}$ Doz. DISSTON'S 7 HAND SAWS 22 In. 12 Pts.
$\frac{1}{3}$ Doz. DISSTON'S 7 HAND SAWS 22 In. 9 Pts.
$\frac{1}{3}$ Doz. 22 In. DISSTON'S 7 HAND SAWS 8 Pts.
$\frac{1}{3}$ Doz. DISSTON'S 7 HAND SAWS 20 In. 13 Pts.
$\frac{1}{3}$ Doz. 20 In. 7 HAND SAWS 8 Pts.
$\frac{1}{3}$ Doz. 20 In. DISSTON'S 7 HAND SAWS 7 Pts.
$\frac{1}{3}$ Doz. 11 In. 7 HAND SAWS 12 Pts.
$\frac{1}{3}$ Doz. 18 In. DISSTON'S 7 HAND SAWS 3 Pts.
$\frac{1}{3}$ Doz. 18 In. DISSTON'S 7 HAND SAWS 10 Pts.
$\frac{1}{3}$ Doz. 18 In. 7 HAND SAWS 11 to 12
$\frac{1}{3}$ Doz. DISSTON'S 7 HAND SAWS 10
$\frac{1}{3}$ Doz. DISSTON'S D HAND SAWS 26 IN 6 Pts.
$\frac{1}{3}$ Doz. DISSTON'S 7 HAND SAWS 26 8 Pts.
$\frac{1}{3}$ Doz. DISSTON'S 7 HAND SAWS 26 8 Pts.
$\frac{1}{3}$ Doz. DISSTON'S 7 HAND SAWS 26 IN 7 Pts.
$\frac{1}{3}$ Doz. 7 HAND SAWS 28 IN 5 Pts.
$\frac{1}{3}$ Doz. DISSTON'S 7 HAND SAWS 26 IN 5 Pts.
$\frac{1}{3}$ Doz. DISSTON'S 7 HAND SAWS 24
$\frac{1}{3}$ Doz. 24 In. DISSTON'S 7 HAND SAWS 10 Pts.
$\frac{1}{3}$ Doz. 7 HAND SAWS 9 Pts.
$\frac{1}{3}$ Doz. 24 In. DISSTON'S 7 HAND SAWS 8 Pts.
$\frac{1}{3}$ Doz. 24 In. DISSTON'S 7 HAND SAWS 7 Pts.
$\frac{1}{3}$ Doz. 24 In. DISSTON'S 7 HAND SAWS 6 Pts.
$\frac{1}{3}$ Doz. 22 In. DISSTON'S 7 HAND SAWS 8 Pts.

Fig. 6.—Shelving for Saws.

Hand Saws in original packages may be provided for by shelves built for this purpose, as shown in Fig. 6. Each shelf may be cut out in front so that a firm grip may be had on the boxes in drawing them from their places.

A case for holding Hand Saws in their original boxes is represented in Fig. 7. It is 7½ feet high, 25 inches wide and 34 inches deep, accommodating 28-inch Rip Saws. The eight openings between the shelves are about 8 inches high and will hold eight to ten Saw boxes in each opening. The case stands on a line with the counter in front, being in this instance placed against the stairway.

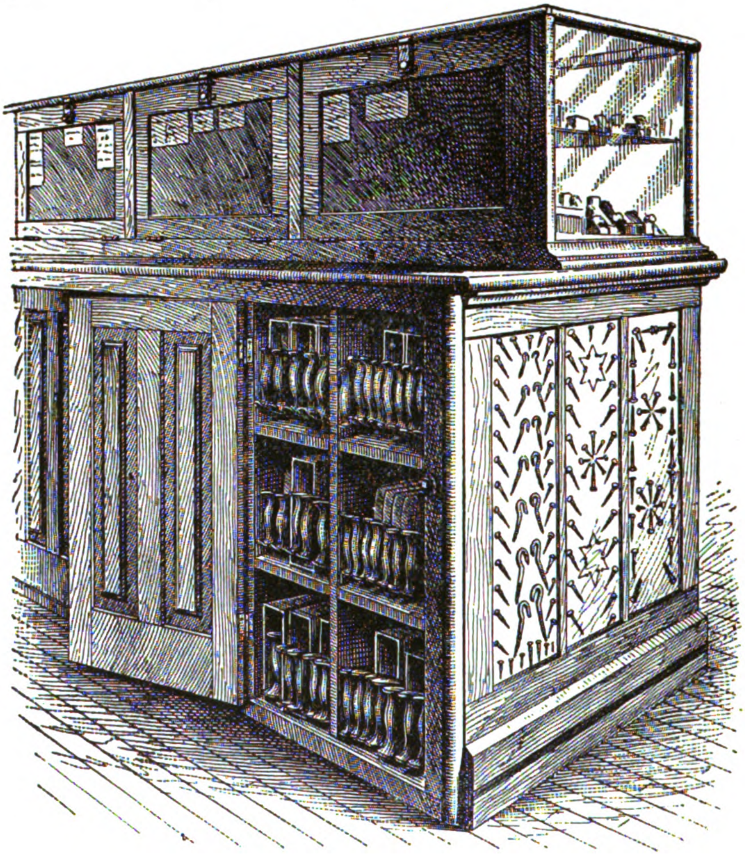


Fig. 8.—The Rear of a Counter as a Saw Case.

An economical method of providing for Hand Saws in original boxes is shown in Fig. 8. The rear of the counter is furnished with doors, one of which is shown open, disclosing six compartments of Saws, each 8 by 10 inches. The different sizes of Hand Saws are thus accommodated, there being separate compartments for each size, with a slip pasted above giving the length of the Saw, its number and the number of teeth to the inch. The space on the top of the counter back of the showcase serves a useful purpose in selecting goods. The counter, the front of which is shown in Chapter XXII, Fig. 11, is 19 feet long, 40 inches in extreme breadth and 3 feet high.

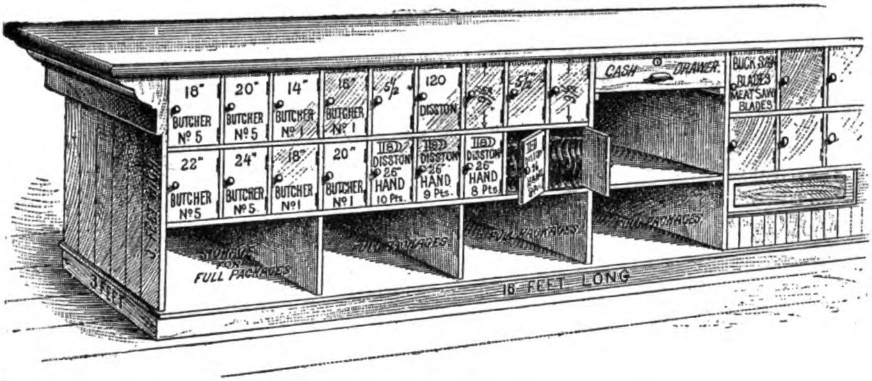


Fig. 9.—Arrangement of Saws in Rear of Counter.

The rear of a counter may be arranged for Hand Saws, as represented in Fig. 9. The compartments are about 5 by 7 inches in size, with separate doors of sheet iron, japanned; the make, kind, number of teeth to the inch, etc., marked on the doors. The larger bins underneath are designed for Saws in full packages and for duplicate stock.

A method of displaying Hand Saws in an upright showcase is illustrated in Chapter IX, Figs. 11 and 15, and a compact and convenient arrangement for exhibiting these goods in connection with Files, Chisels and other tools is represented in Chapter XXII, Fig. 3.

CHAPTER XXII.

Edge Tools,

Such as Chisels, Gouges, Augers and Bits, Twist Drills, Etc.

In the following pages a number of methods for accommodating the variety of goods to which this chapter is devoted are illustrated. This class of tools is an important part of the ordinary Hardware stock, and the different articles, not varying greatly in size, require similar conveniences for their exhibition and sale. It will be observed also that Plumbs and Levels, Hand Saws and some other tools are also touched upon, although other arrangements are desirable for their accommodation.

An arrangement of drawers in shelving intended for Chisels, Gouges and Augers is represented in Fig. 1. The case is 13 feet long, 11 inches high and 20 inches deep. It rests on the ledge, and as the shelving around it is only 12 inches deep the case projects 8 inches beyond the shelves. The drawers

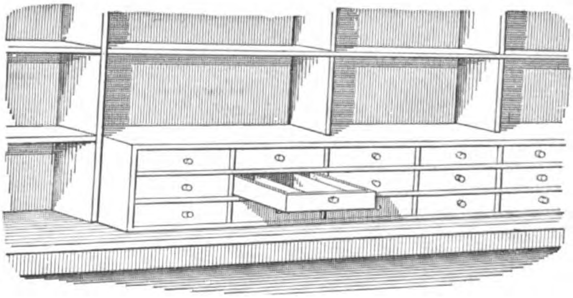


Fig. 1.—Case for Chisels, Gouges, Augers, Etc.

are 18 inches wide, 20 inches long and 3 inches deep, being divided into three compartments by partitions running lengthwise. Each compartment is designed to hold a dozen tools of a kind.

The arrangement of Planes on shelves in connection with other tools is illustrated in Chapter XXII, Fig. 4.

A Screw and Auger case is shown in Fig. 2. It is built flush with the shelving and is 6 feet 6 inches long, 2 feet 6 inches high and 10 inches deep. The space is divided into two equal parts for Augers and Bits and for Screws. Each size of Screw, commencing with ⅜-inch No. 2 and running to 2½-inch No. 18, is given a separate box.

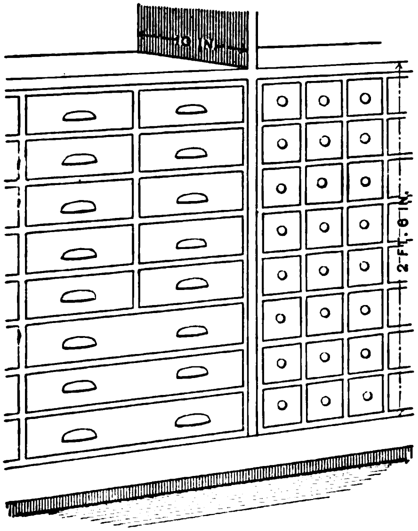


Fig. 2.—Shelf Screw and Auger Case.

The section of shelving represented in Fig. 3 is arranged for a line of Carpenters' and other Tools, and provides for Hand Saws, Files and some other articles, besides those whose arrangement is described in this chapter. The particular uses to which most of the drawers of shelves are devoted are indicated in the illustration. The empty spaces above the File drawers are for full packages of the same kinds and sizes of Files as are kept in the drawers immediately beneath them, from which retail customers are supplied. Similar provision is made for Chisels and Auger Bits. The bins for Saws are made wide enough to take in a Saw lying flat, and are high enough to hold six Saws easily. The bins are 32 inches deep. A separate bin is devoted, it will be observed, to each size of tooth. The fronts of the bins are hinged below and are fastened by spring catches. The drawers for Braces, Faucets, Drawing Knives, etc., are wider than the Saw bins.

An arrangement for displaying and keeping stock of Edge Tools is shown in Fig. 4. The case illustrated rests against the side wall near the entrance of the store and is 12 feet high and 30 feet long. The goods are protected by ten large plate glass doors, mounted on sheaves, while the back of the case is lined with black flannel, as a contrast to the bright surfaces of the goods. The case is divided into 20 classes or lines, separated by the upright divisions in the case. In the first division is a line of Butcher Saws, hung in order according to length, from hooks at the top of the case. Under these is an assortment of Cleavers, Choppers and other Butcher Tools. Below these hooks are arranged to hold an unpacked box of each style of Steel Squares. Plumbs and Levels, standing on end and inclining backward, occupy the next division. A large line of Hand, Back, Compass and Pruning Saws are next accommodated. Each size has a separate hook holding the contents of

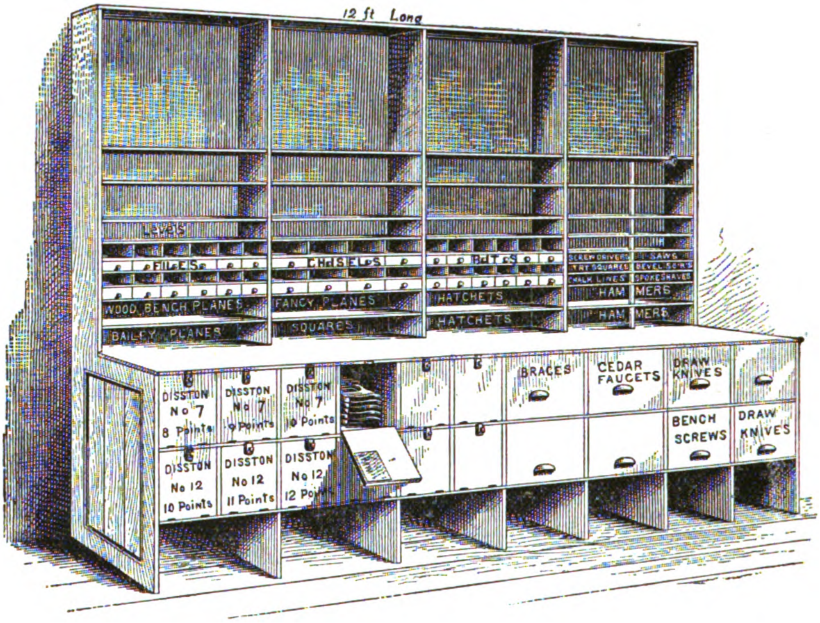


Fig. 3.—*Arrangement of Shelving.*

a box, with a price card attached to each hook. The remainder of the case is devoted to Bit Braces, Hatchets, Iron and Wood Planes, Hammers, Adzes, Carriage Makers' Tools, etc., all arranged with particular attention to the best display and to the greatest convenience in selling.

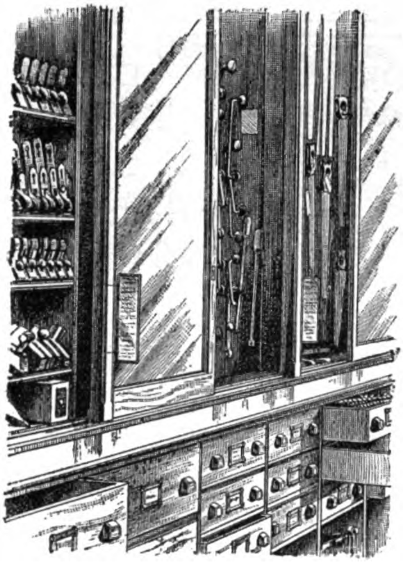


Fig. 4.—Wall Showcase for Tools.

A method of bringing Carpenter Tools into prominent display is shown in Fig. 5. The case containing Saws, Hammers, Hatchets occupies the portion of the shelving usually devoted to sampled boxes of Shelf Hardware. Above the case surplus stock of these tools is kept in original packages. The counter has glass fronts to slide, behind which are shelves for goods, as also shown in Chapter III, Fig. 10. The glass in front of the counter is 18 x 24 inches in size, and experience teaches that it is not as liable to be broken as might be supposed. The rear of the counter is shelved for storing goods belonging to that particular section of the store.

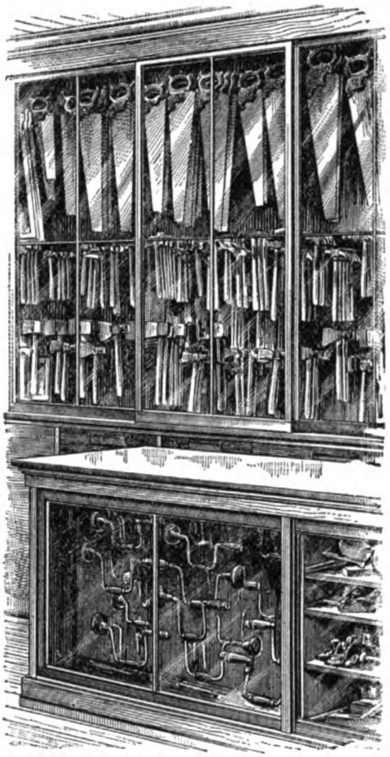


Fig. 5.—Cases of Tools.

A convenient Twist Drill case, which may also be used for Auger Bits, may, at comparatively little expense, be made of a Coat's Thread case. Three drawers of such a case are shown in the accompanying illustrations, with the original partitions removed, and others substituted. The drawers are 2 inches deep, and the different sizes of Drills are separated by pieces of tin, the ends of which are let into the wood cross pieces, making partitions 1½ inches apart. The pieces of tin and wood cross

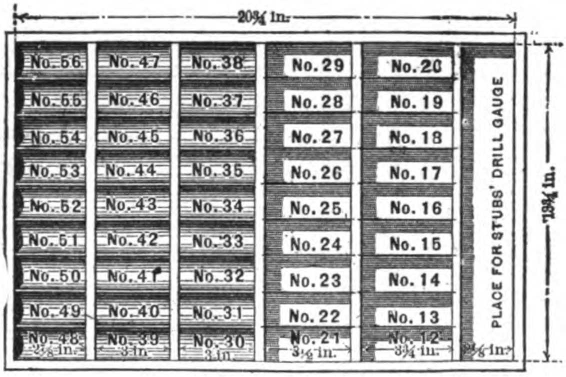


Fig. 6.—For Straight Shank Drills.

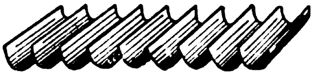


Fig. 7.—Corrugated Tin Strips.

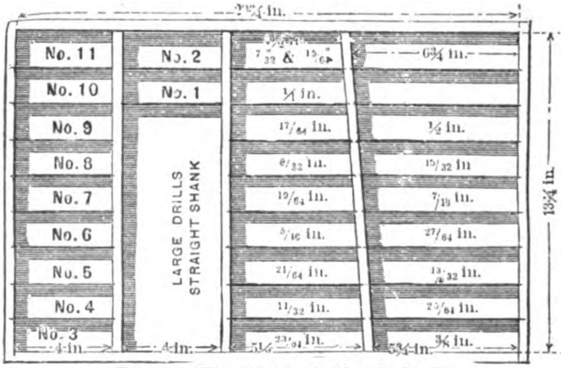


Fig. 8.—For Straight Shank Drills.

pieces are not made as high as the drawer is deep, so that the top edges of the tin partitions may be covered with thin wooden strips, which hold them down, and upon which the sizes of

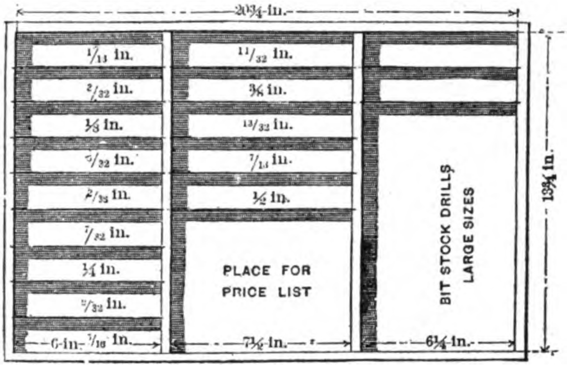


Fig. 9.—For Bit Stock Drills.

Drills in each section are marked. In three sections of the top drawer, Fig. 6, for the smallest Drills, corrugated pieces of tin, Fig. 7, the length and width of the section, are placed, to facilitate getting the Drills out of the drawer. The Drills in the other sections are large enough to be readily taken hold of. Figs. 8 and 9 show the manner of utilizing the space in the other drawers

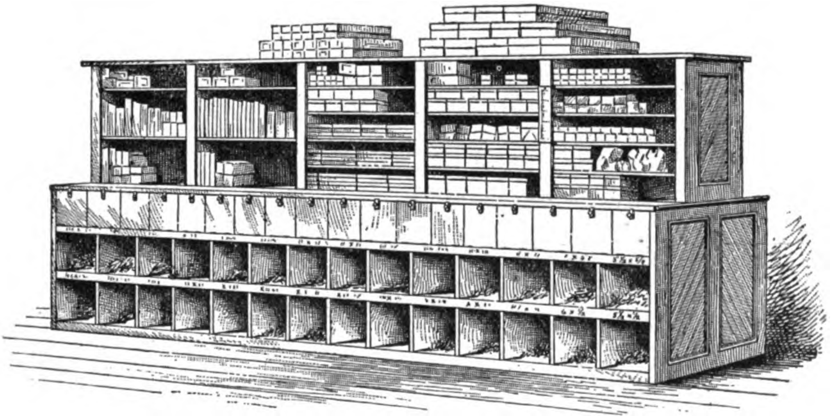


Fig. 10.—Tool Counter.

In Fig. 10 a counter for Carpenter Tools is represented, which stands out in the store away from the wall, and is the same in construction on both sides. In the upper shelves Bits, Iron Planes, Squares, Levels, etc., are kept; while below are apartments with drop doors, for keeping the retail stock of Hand Saws. Similar bins on the opposite side of the counter are used for Braces. Original packages of Hand Saws are kept on the top, above the shelves. The lower part of the counter is devoted to bins for Machine Bolts.

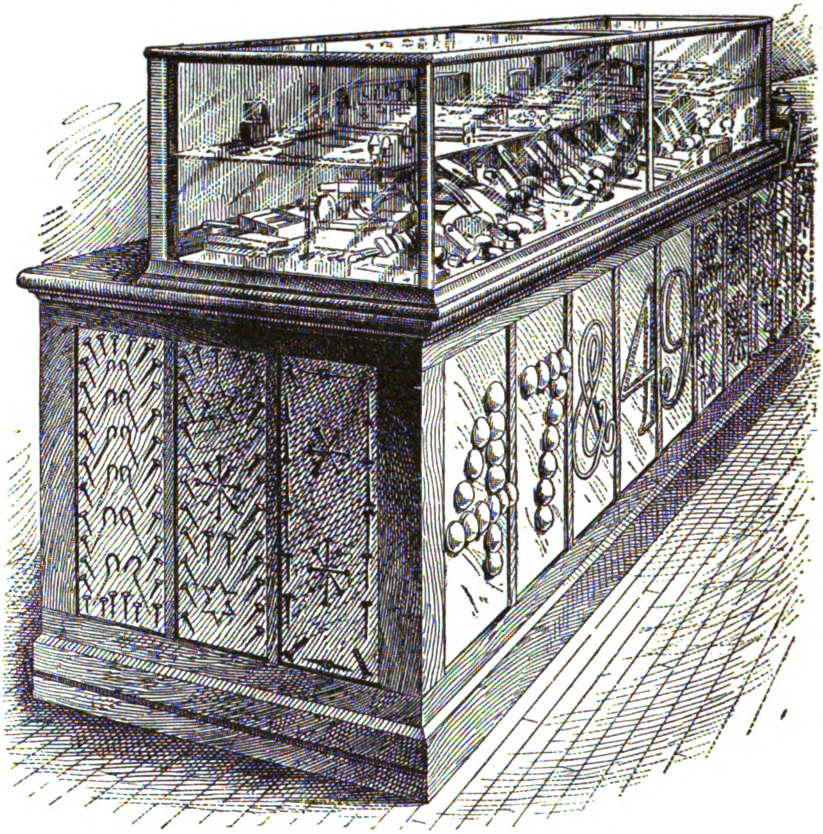


Fig. 11.—*Tool Counter.*

The counter shown in Fig. 11 has a showcase devoted to Carpenter Tools, which exhibits them to advantage, showing many goods with economical use of space. The case is high enough to allow of a glass shelf part way up, supported upon metal standards. Light tools are laid on the glass shelf, while Planes and heavier goods are shown below, the shelf obstructing the view but little. The lower part of the counter is utilized for sampling a variety of small goods.

CHAPTER XXIII.

Planes.

This is a line which, with the increased sale of the finer and more complicated tools, requires more attention than was formerly given to the arrangement and display of the common Wood Planes. For the better grades of Planes, counter showcases or wall cases with glass fronts have come into more general use for exhibiting and carrying the stock. As the goods are usually put up in neat boxes or wrapped in paper the stock presents a good appearance on the shelves without liability of becoming shopworn.

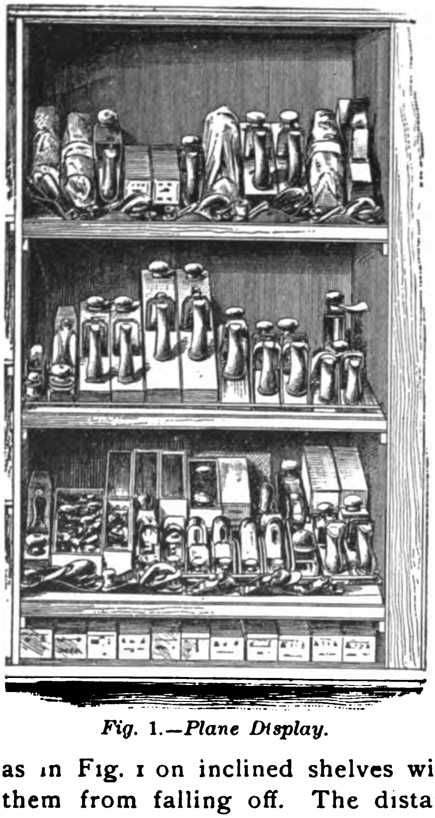


Fig. 1.—Plane Display.

On a flat surface Planes cannot be seen to very good advantage by customers, and in this position Fores and Jointers take up a large amount of valuable room and are otherwise inconvenient to accommodate. To obviate these difficulties the goods may be arranged as in Fig. 1 on inclined shelves with rods in front to prevent them from falling off. The distance between the shelves is made sufficiently great to accommodate the longest Planes and an attractive display is thus secured of goods the arrangement of which is often a perplexing question for Hardwaremen.

When but a limited number are required to supply the demands of the trade it has been found convenient to keep the stock of Planes in a wall case with glass front, as shown in Fig. 2 Hollows and Rounds, Match Planes, etc., are kept on the upper shelves and Iron Planes on the shelves below. The same illustration shows the manner in which Hand Saws in original packages are kept.

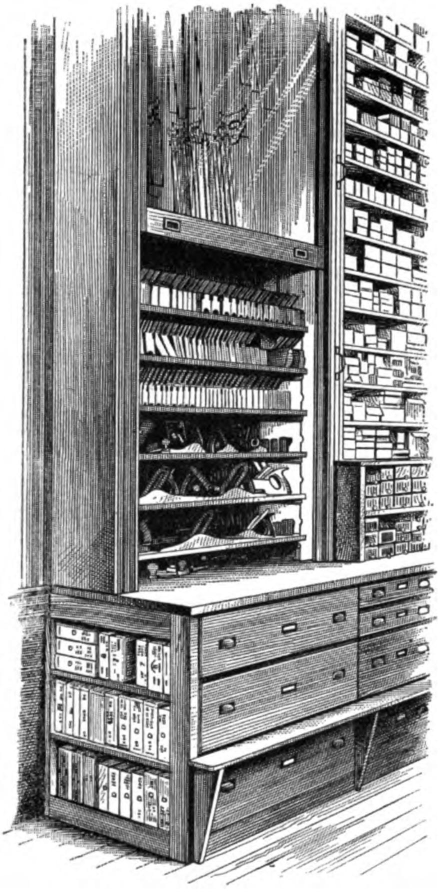


Fig. 2.—Case for Planes and Hand Saws.

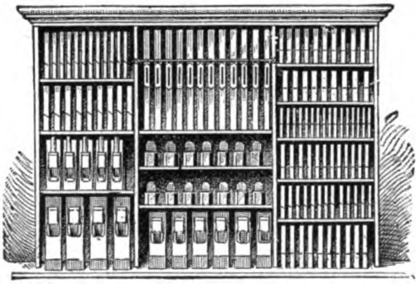


Fig. 3.—Case for Planes and Levels.

An arrangement of Planes and Plumbs and Levels, which makes a fine showing, is illustrated in Fig. 3. The shelving is 10 inches deep and rests upon the ledge. Beading, Molding, Grooving and Rabbeting Planes are placed on end with the cutting end of the bits out; Jack and Smooth Planes have the tops out, and small Smooth Planes are placed flat on the shelves with the back end out. Plumbs and Levels are placed on end on the top shelf of the center space and have a strip or bar in front of them to prevent them from falling out.

The larger Planes, both wood and iron bottom, may sometimes be advantageously kept on the floor of the Saw case, as shown in Chapter XXI, Fig. 4, while fancy and smaller Iron Planes are displayed in a showcase on the counter in front. In this arrangement the bottom of the wall case is made high enough to allow the Planes kept there to be seen by customers over the top of the counter case.

An arrangement of Planes on shelves, in connection with other tools, is illustrated in Chapter XXII, Fig. 4.

CHAPTER XXIV.

Squares.

These goods, which are found in every Hardware store, are often accommodated in drawers or in the shelving in the original boxes. They can also be kept with good effect in upright showcases, where the polished surfaces make a good appearance on a dark background.

The back of the counter may be arranged for carrying the stock of Squares, as illustrated in Fig. 1. The front of the counter shown is occupied by Nail bins and the back of the counter forms the back of the Square case. It is 6 feet in length, 2 feet high and 3 inches deep. A door of ½-inch wood is hinged at the bottom of the case and is represented in the illustration wide open. In selling the goods, however, the door is only partially open and rests against the salesman, thus permitting the easy and convenient handling of the Squares.

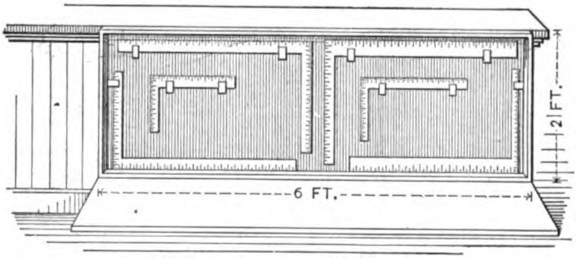


Fig. 1.—*Case for Squares.*

Nail bins when boxed in at the back, as shown in Fig. 2, afford an excellent place for keeping Squares, Nail Pullers and other goods which are found difficult to dispose of with economy of room.

A method of exhibiting Squares in upright showcases is shown in Chapter IX, Fig. 15, and another way of arranging them is described in Chapter XIV, Fig. 1.

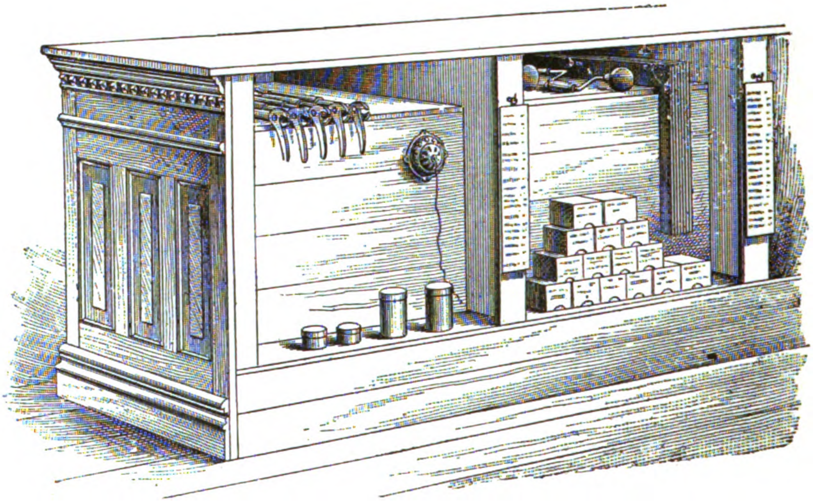


Fig. 2.—Squares in Rear of Nail Counter.

CHAPTER XXV.

Plumbs and Levels.

A case for keeping Plumbs and Levels, with a Level adjuster attached, is illustrated in Fig. 1. The adjuster is made from a 2-foot cabinet clamp, fastened by a strong screw, and well fitted to the edge of the shelving. The adjuster rests on an adjusting screw, which can be raised or lowered until it is level. To plumb the Level the adjuster is raised to a vertical position. For the purpose of adjusting it in an upright position there is an adjusting screw passing through a nut, attached to the side of the case, the screw being moved forward and backward as is necessary to plumb the Level. This arrangement provides a convenient place upon which Plumbs and Levels may be tested to the satisfaction of customers.

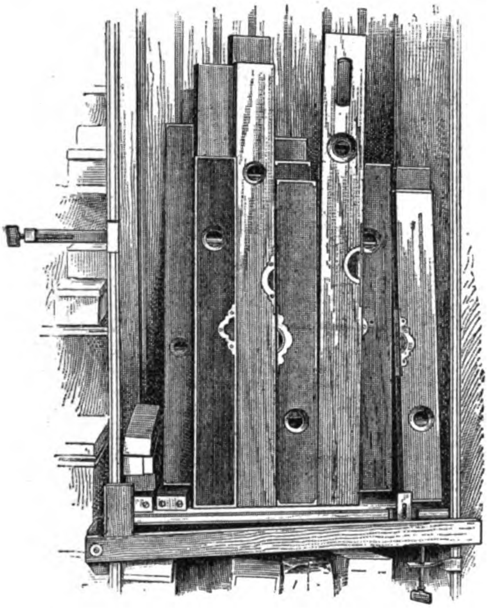


Fig. 1.—Level Case with Adjuster.

A convenient method for providing for the rather troublesome Plumb and Level is shown in Chapter XXI, Fig. 7. This is done by means of a box 36 inches high, 24 inches long and 3½ inches deep, in which the Levels stand on end. The top of the box is tastefully finished; the whole arrangement requiring but a small amount of space.

A stand for exhibiting Plumbs and Levels and other Carpenters' Tools is shown in Chapter XI, Fig. 17, and a method of displaying these goods in connection with Planes is illustrated in Chapter XXIII, Fig. 3.

CHAPTER XXVI.

Axes and Hatchets.

Less attention than they deserve is given in the ordinary Hardware store to the methods of keeping and displaying Axes, Hatchets, etc. They are a line of goods liable to become shopworn and thus more or less unsalable. Properly carried, however, they are an attractive part of a Hardware stock, and there is comparatively little difficulty in handling them satisfactorily.

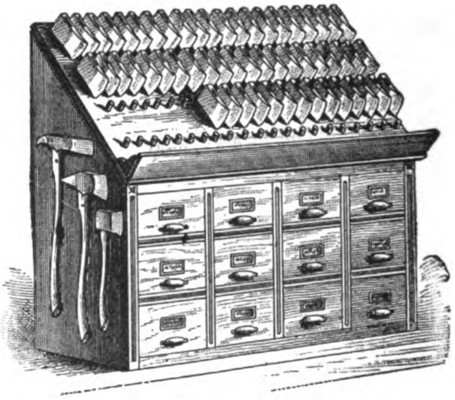


Fig. 1.—*An Axe Cabinet.*

Some more desirable arrangement is certainly necessary than that of keeping Axes in the original boxes on the counter or elsewhere. When this plan is followed, the cover of the box having been removed and the wooden stops which hold the goods in position for shipping are knocked loose, the goods are left at the mercy of the customer to handle and disarrange. The Axe wrapped in paper seems then to have more attraction for the chopper than one which has the paper removed. The customer's attempt to replace the paper is usually a failure, and having drawn his thumb along the edge of the Axe, tested its weight in his hand, rubbed its polished surface and critically examined its shape, the Axe is sure to suffer in appearance. As compared with this method, which is too frequently in use in some stores where careful attention is given to the arrangement of other goods, the devices which are described in the following pages will commend themselves to the favor of the trade. Some of them, it will be observed, are exceedingly simple and easy of adoption and at the same time secure an effective display of the goods.

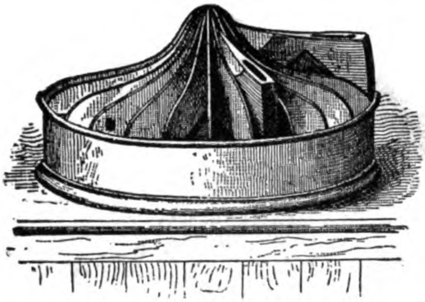


Fig. 2.—Axe Case.

The cabinet shown in Fig. 1 has a slanting top, arranged for carrying a retail stock of unhandled Axes. This is located at the foot of the office stairs, as shown in Chapter II, Fig. 14. Wooden pins are placed in rows at the right distances apart, upon which the Axes are suspended. This is found to be a very satisfactory arrangement, displaying the Axes to advantage, and being economical of space. The drawers underneath may be used for such goods as it is desirable to locate near the Axes.

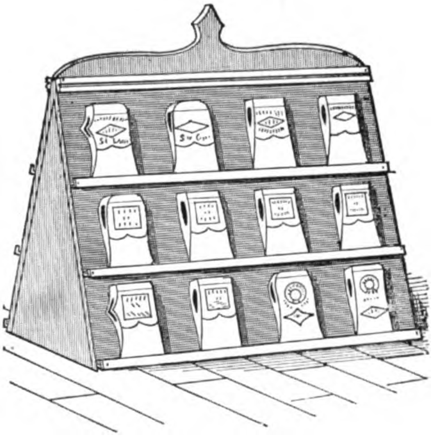


Fig. 3.—Axe Stand.

In Fig. 2 an Axe case is represented, designed to be placed on the counter. It is made of black or galvanized sheet iron, painted to correspond with the store fixtures, the outer edge being about 4 inches high and the entire hight 6 inches. The partitions which separate each Axe from the others run to a common center. The Axes are placed on their edges with the bits pointing to the center. The bottom upon which the Axes rest is solid, and may be supplied with rollers underneath near the outer edge so as to permit of its revolving readily. In this case the rack should be made with a pivot in the center upon which to revolve.

A stand for holding and displaying Axes is shown in Fig. 3. The ends are closed with solid boards and the rack is covered with black velvet on the sides and ends. Only one side of the stand is usually used for displaying Axes, but when the stand can be placed in position on the counter both sides can be used to advantage. Double bit Axes are fastened on the ends with wire. The stand shown is 27 inches long, the inclined sides 33 inches high, and their distance apart at the base 30 inches. The pieces of wood on which the Axes stand have small grooves cut out to receive the bit of the Axes and prevent them

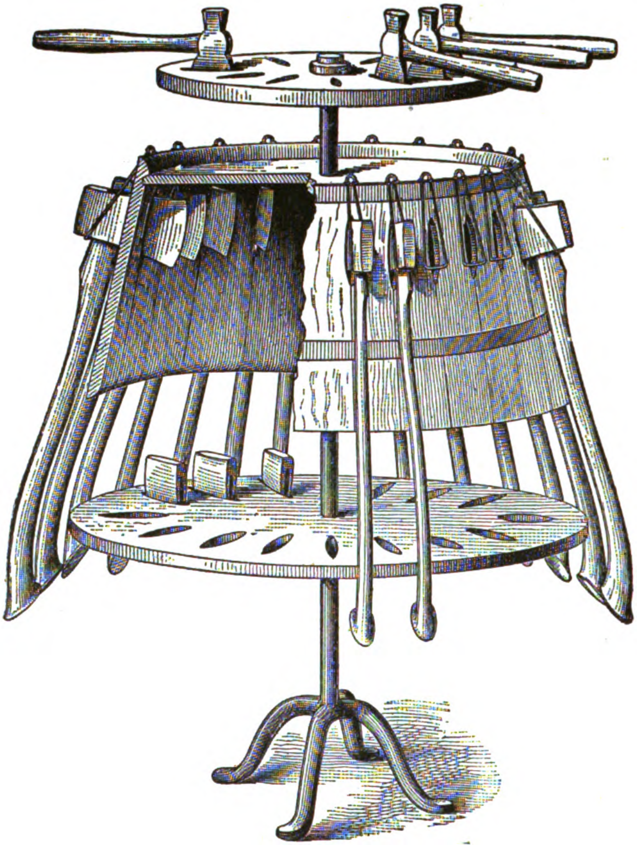


Fig. 4.—*Axe and Hatchet Rack.*

falling. The stand is made to hold 12 Axes on a side, but it can arranged for displaying any number of Axes desired, and can also be made higher to accommodate double bit Axes on the sides.

An arrangement for displaying Handled Axes is shown in Fig. 4. It is made with a medium sized two-hoop washtub inverted, having holes cut around the edge to receive Handled Axes. Wire straps fastened by staples are placed under the poll of each Axe to hold it in place, as shown in Fig. 5. The tub is hung upon the upright of an iron standard so as to revolve, while above and below the tub circular platforms are placed, with holes cut to accommodate Hatchets in the upper one, and unhandled Axes in the lower platform. The rack represented in the illustrations is made to hold six dozen Axes and two dozen Hatchets. The convenience of this device consists in the quantity of goods it holds, the small space it occupies and in the fact that the salesman standing in one place and revolving the tub and platforms can show the entire line of Axes or Hatchets.

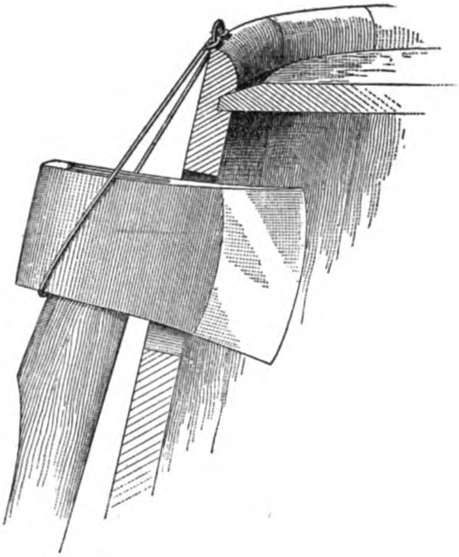


Fig. 5.—Construction of Rack in Detail.

The rack for Handled Axes shown in Fig. 6 is made with a standard 40 inches long. The upright is made of wood 4 inches square and is 10 inches high, most of the remaining 30 inches being turned down to 2 inches in diameter, the top being turned down to 1½ inches in diameter. The platform on which the Axes rest is made of pine or other soft wood, 2½ inches thick, turned round and hollowed out on its upper surface so that the head of the Axe will rest on the outer edge only, the point or edge not touching. The heads of the Axes may be separated by wooden strips if desired. The platform rests on the shoulder below it, 30 inches from the top of the rack and 10 inches from the floor. Above this platform is the top piece, made of soft wood 18 inches in diameter, which rests on the upper shoulder, 6 inches below the top of the standard. Notches are cut in the upper piece to give each handle its proper place, keeping the Axes in position. Iron braces are attached above and below with nuts to hold the circular pieces in place; three braces being used if it is desired to make the rack more rigid. The rack will hold 24 Handled Axes and can easily be revolved so as to bring any of the Axes within convenient sight and reach.

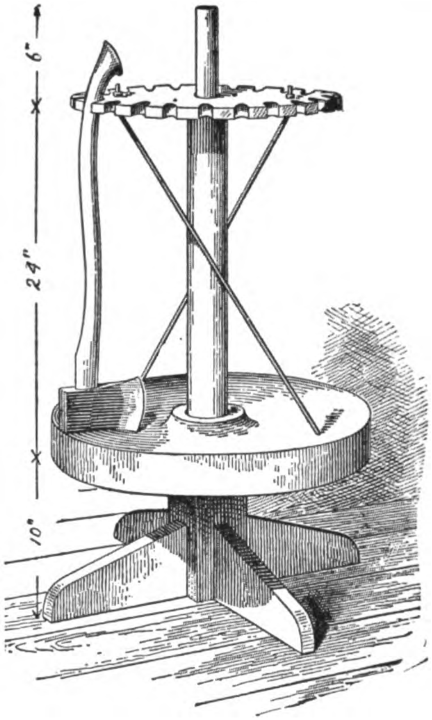


Fig. 6.—Axe Rack.

A convenient manner of keeping Hammers and Hatchets for retail stock is illustrated in Fig. 7. The shelves are arranged with space enough between them to admit of the handles of these goods being placed on the shelves without the heads of the tools coming into contact. The tools present a fine appearance and the customer can point out the style he desires to examine without the tools being unnecessarily handled.

For displaying Hatchets on the ledge in front of the stock, as well as in other locations, the arrangement shown in Fig. 8 may be used to advantage. In the upper side of a strip extending across the ledge notches are cut at an angle of about

30 degrees, and the blades of the Hatchets are set in the notches with their handles resting on the ledge. The goods are thus easily inspected and the surfaces are not blunted or defaced by being knocked against one another, as is likely to happen unless care is taken to prevent it.

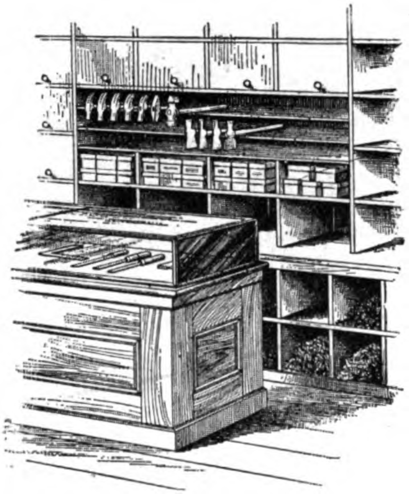


Fig. 7.—Arrangement for Hammers and Hatchets.

The Axe stand shown in Fig. 9 will accommodate six dozen Axes, three dozen with handles and three dozen without. The hight from the floor to the top of the upper shelf is 33 inches, from the floor to the top of lower shelf 6 inches, thus giving 27 inches from the top of the lower to the top of the upper shelf. The circular shelves are 24 inches in diameter. Around the edge of the upper shelf are 36 notches in which the upper portions of the handles of the Axes rest, the Axes resting on the lower shelf, the weight of the bix of the Axe being sufficient to keep the handles in place. Around the upper shelf, 6 inches from the edge, are 18 pins shaped like the eye of the Axe, on which the unhandled Axes are placed,

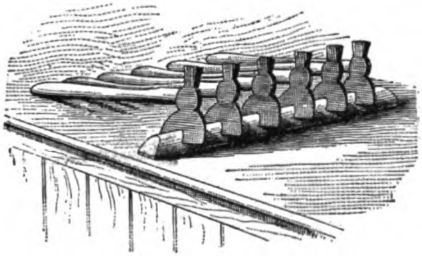


Fig. 8.—Method for Displaying Hatchets.

they being sufficiently far apart to admit of an Axe between them, thus allowing room for 18 more Axes, and making accommodations for three dozen in all. The small urn, or bowl, above is for Axe Stones and Wedges and is 11 inches from upper shelf and 9 inches in diameter. The top shelf is supported by six boards radiating from the center at equal distances apart. The rack is provided with casters, allowing it to be moved about the store at the pleasure of the dealer. This stand is simple in construction and occupies a comparatively small space, while it displays an extensive line of goods in such a manner as to allow every Axe to be examined without disturbing any of the others.

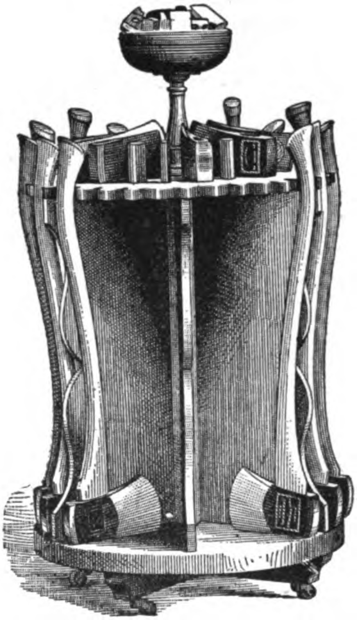


Fig. 9.—A Convenient Axe Stand.

Handled Axes may be sampled, as shown in Fig. 10, on a board 2 feet wide by 3 feet long, which lies lengthwise on the counter with the inner end about 6 inches higher than the front. A strip is nailed across the front for the Axes to rest against. The sample board is covered with green billiard cloth.

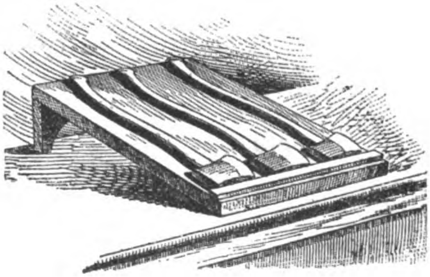


Fig. 10.—Sample of Axes.

The rack shown in Fig. 11 is mounted on casters and is designed for holding Axes, Picks, Wedges, etc. The projecting shelf of the rack is 16 inches, allowing handled Axes to stand upon it. The double gas pipe rack on the top is used for hanging handled Picks upon. The bins underneath hold Harrow Teeth, unhandled Axes, both single and double bit, Wedges and similar heavy goods.

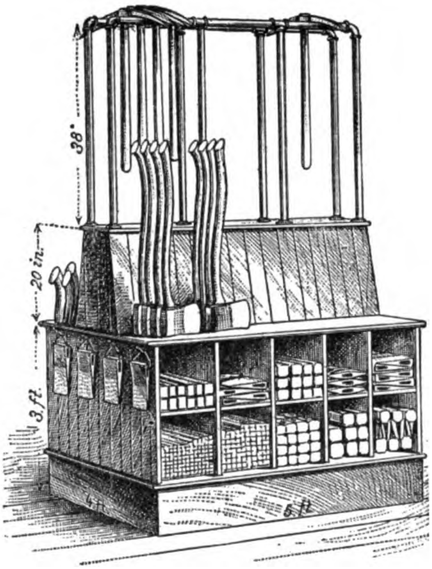

38"
20 in.
3 ft.
4 ft.
5 ft.

Fig. 11.—*Rack for Axes, Picks, Etc.*

CHAPTER XXVII.

Cutlery.

Cutlery more than almost any other class of goods requires and justifies careful attention to the manner in which it is exhibited and kept, as a tasty display has the effect of stimulating sales, making the goods appear to advantage, and at the same time adding to the general attractiveness of the store. Few goods appeal to as many different classes of people as does a well assorted stock of Pocket and Table Cutlery, including various patterns of cheap, medium and high grade goods. There are also few goods which pay a better profit than Cutlery, and some care and expense in arranging it even in a relatively elaborate way will usually be found to be justified by the result.

In view of the fact that these goods are of interest to every one who enters the store they should be given a place near the front, and it is often advantageous to have them represented in the show windows. The more prominent the position given to such decorative goods the more obviously will they contribute to the appearance of the establishment. As will be seen from the following pages, there is a wide diversity of methods which may be adopted in connection with the sale of Cutlery, as shelving, upright showcases, counter showcases and other special contrivances are used for exhibiting samples and holding stock.

A practice which is approved by many is to have Table and Pocket Cutlery sampled in counter showcases, without boxes, laid upon appropriate constructions, each sample being separate and marked with the price. An artistic arrangement can thus be made and tends to diminish the handling of goods by customers. There is an almost unlimited variety of arrangements which can be used with good effect in such showcases, as sample boards, trays, pyramids of various shapes, and other methods may be brought into requisition, the choice of which will be determined by the taste and skill of the merchant and will depend in some measure upon the shape and size of the case and the style of goods which are to be carried in it. In the following pages illustrations are given of many systems of arrangement, which will be suggestive even if it is not found desirable to follow them closely.

In arranging Cutlery it should be borne in mind that the value of the goods is likely to be enhanced in the eyes of customers by the use of rich materials of suitable color as the background on which they rest and for coverings of show fixtures, but the effect of the color in bringing out the style and finish of the goods should be a primary consideration. It is often desirable to use colors which are in popular favor, changing these occasionally in accordance with the popular taste. The expense of doing this will be moderate and the effect good.

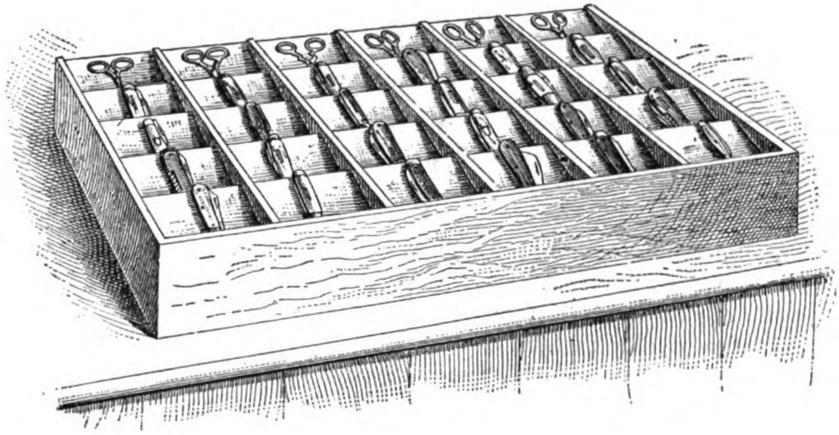


Fig. 1.—Cutlery Showcase.—Front View.

Many merchants find it convenient to use boxes of nearly uniform size in showcases for the display and accommodation of Pocket Cutlery. Such boxes hold from half a dozen to a dozen Knives, the sample being placed on the top of each box. Two samples are sometimes thus used so that the Knives exhibited to customers may be replaced on the proper boxes without trouble. A showcase 6 feet long will hold something over 100 boxes of suitable size. Such boxes can be procured at moderate prices either in telescope form or with loose or hinged covers.

Shears and Scissors may be treated in most cases in the same way as Table and Pocket Cutlery, although it is usually desirable to have them separate from the Cutlery. An attractive method is to display these goods on a vertical velvet or plush covered cylinder revolving in an upright counter showcase. The Scissors and Shears suspended on square brass screw hooks, and hanging as they do somewhat out of perpendicular and against an attractive background, make a fine showing. A similar arrangement may be advantageously adopted for use in the show window.

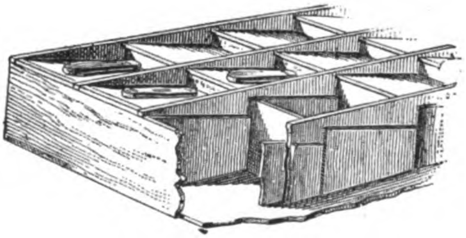


Fig. 2.—Details of Cutlery Case.

Figs. 1 and 2 illustrate a method of displaying samples and of keeping stock which is used with success. Fig. 1 shows the arrangement as seen by the customer from the front of the counter, while Fig. 2 represents it as it appears to the salesman behind the counter, and at the same time indicates the construction of the case. This arrangement is intended for use in the showcase, which, however, is not represented in the engraving. It consists of a box or case with partitions, each compartment having an independent lid which rests upon inclined ways or supports, so that it slants down toward the front of the case, thus giving the customer a good view of the Knife. This arrangement provides for displaying a sample of the goods contained in each compartment, while on the exposed upper portions of the partitions, which are visible only from the rear, as shown in Fig. 2, such numbers, marks and other signs relating to the quality, cost price, etc., of the goods may be placed. They are thus in full view of the salesman, but concealed from the customers. An effective display is thus secured and the stock kept within easy reach. The customer seeing but one Knife of each pattern will usually purchase the sample, thus permitting it to be replaced by a fresh one, an accumulation of shopworn goods being thus avoided.

A convenient and attractive Pocket Cutlery case to hold the stock and exhibit the samples may be made 3½ feet long, the same width as the counter and 12 inches high. The top of the case should be of plate glass, and 2 inches below it should be a shelf the size of the case. This shelf should be given a suitable covering and each style of Knife sampled with number and price. Below the shelf there are two rows of drawers in which to keep the Knives in their original packages. The numbers on the samples correspond with the box numbers. The top of the case is hinged and is kept locked.

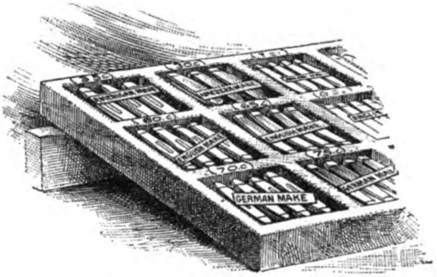


Fig. 3.—Pocket Cutlery Display by Nations.

Somewhat similar to the foregoing arrangement is that in which the showcases are occupied by a number of Cutlery trays mounted with black velvet or other appropriate covering. The Knives are taken out of the original packages and with one or more blades open in each Knife are laid on the trays in an attractive manner, attention being given to classifying the varieties and arranging them according to price. The Knives when thus arranged are not so liable to be injured by handling as with ordinary methods, as customers can see the complete stock and designate the Knives desired without handling them.

Razors, Shears and other Cutlery may be displayed in a similar way. This method is not so economical of room as some others, but a very attractive effect is produced if taste and skill are shown in the arrangement of the Knives.

The shallow box or tray shown in Fig. 3 is divided into compartments, and covered with suitable dark material. The box is devoted to the exhibition of Pocket Cutlery, allowing a comparison to be made by prospective customers of Knives of American, English and German make, the prices at which each is sold being marked on the partitions directly above the Knives. The three or four Knives in each compartment are of the same pattern. A box of Knives of this kind is suitable for display in a showcase or a show window. It is likely to attract a good deal of attention.

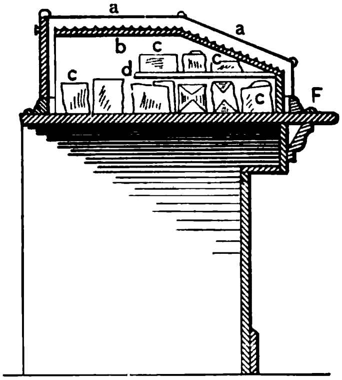


Fig. 4.—Sectional View of Cutlery Case.

In Fig. 4 a Cutlery showcase is illustrated having a corrugated platform or covering close up to the glass upon which the samples of Cutlery are placed, the corrugations being indicated in the illustration by the irregular lines. The stock of Cutlery is kept in the boxes below the platform, there being two samples on each box. Upon the inclined portion of the platform samples of Scissors and Shears are exhibited, and upon the top Pocket Cutlery is shown. There are two half-round strips, F, nailed to the counter to keep the case in position. To reach the platform for the purpose of arranging samples or for other reasons the case is lifted entirely from the counter. If a sample only is required either the front or back of the showcase may be raised, as it will tip forward or backward sufficiently to give access to the goods. The difficulty in thus reaching the samples is, however, such as to deter customers from asking that they be permitted to handle them, while at the same time they are readily reached by the salesman if necessary. The platform is from 3 to 4 inches below the glass of the showcase and is covered with velvet or other fine material, as are also the ends of the platform on which the Scissors and Shears are fastened. As each box has two samples on the top the sample not sold may readily be returned to its place, which is indicated by the one remaining on the box, where the price is also marked. The advantages claimed for this arrangement are that the goods are not disfigured by marks and the samples for display are always bright and clean, since only one of a kind is inspected and handled by the customer unless more are needed, thus greatly diminishing the liability of the goods to become shopworn. An effective display is certainly secured, especially as the goods are brought near the surface of the showcase, while at the same time a large assortment is accommodated. The case is made tight, not admitting dust.

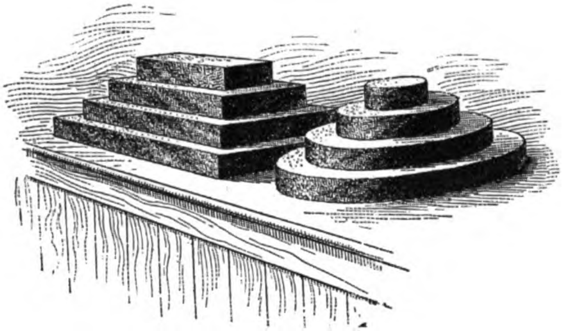


Fig. 5.—For Displaying Cutlery.

A large variety of devices for exhibiting Cutlery, such as are shown in Fig. 5, are used with advantage and may be made round, oval, oblong, square, triangular or any other special form that may be suited to the goods or determined by the space assigned to them.

Much taste may be displayed in the covering of these pyramids, which should as a general rule be of a rich material. Satin or velvet is well adapted to this purpose and the attractiveness of the display is sometimes increased by a combination of colors, the risers being covered with a different color, which may often be of a lighter shade and perhaps tufted (or gathered), while the steps on which the Knives rest may have a dark covering which serves as an effective background for their display. In the arrangement of samples in connection with this method of exhibiting the goods much taste may be exercised, and pains should be taken to keep the Knives in perfect order, as any irregularity or confusion will detract from the effect of the display. Pocket Cutlery, Razors and Scissors are goods which yield themselves admirably to this arrangement.

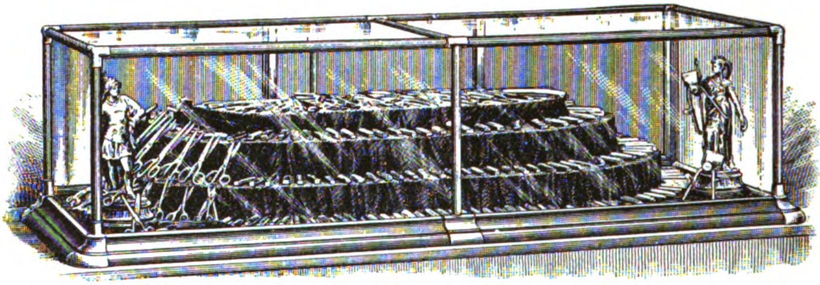


Fig. 6.—An Attractive Cutlery Case.

A similar method may be adopted for the show window and the size of the pyramids or other constructions may obviously be increased so as to accommodate Table Cutlery, Shears, Silver Plated Ware, Revolvers, small Mechanics' Tools, etc.

The Cutlery case shown in Fig. 6 has steps or shelves of oval form in front and is straight and open on the back, the front being covered with material of quality and color to show the goods off to advantage. The Shears are held in place as shown in the illustration by means of brass furniture tacks. In this device, as the back is left open, a place is provided for keeping stock. The opening is divided into three compartments, the one in the middle being the largest. It is 19½ inches wide, 15 inches deep and 9 inches high, and is intended for the stock of Pocket Knives. The original boxes are used provided with brass curtain rings attached by means of staples to admit of drawing them out conveniently, the Knives being arranged in regular order according to their numbers. The space holds about 75 different styles of Knives. These are arranged in two rows, one in front of the other. The row near the back of the case contains five tiers of boxes and the row in front of it contains seven tiers of boxes. The tiers of boxes in the front row are placed close together, while the row nearest the back of the case, containing but five tiers of boxes, permits of spaces between the tiers, so that they may be moved one way or the other in order to permit access to those beyond them. The spaces at each end of the shelving are 12 x 6 x 9 inches. At one end is kept the stock of Shears and at the other the stock of Scissors. The spaces will hold about six sizes of Shears and two dozen styles of Razors

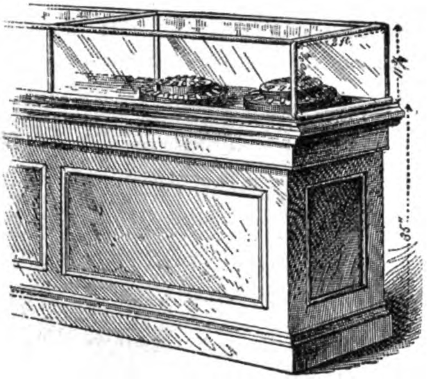


Fig. 7.—Cutlery Showcase.

The bottom of the showcase shown in Fig. 7 is covered with red cloth and has stands covered with green billiard cloth for the display of Pocket Cutlery. The oval stand is made of boards, the lower one of which is 12 inches wide, 20 inches long

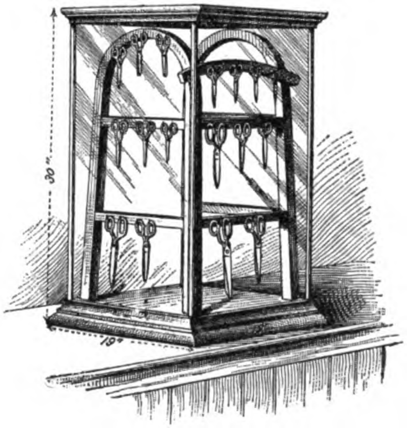


Fig. 8.—Scissors Display Case.

and 1¾ inches high; the upper one is 6 inches wide, 12 inches long and 1¼ inches high. The lower board of the round stand is 16 inches in diameter, 1¾ inches thick, and the upper one 8 inches in diameter, 1¼ inches thick. Pocket Knives are arranged on the stands so as to secure an effective display, having the number and price marked on the blade of each. They are marked with ink after having been given a coat of shellac varnish, covering surface enough for the marks, thus preventing the ink from rusting the polished surfaces of the blades.

A case for displaying these goods in an entirely different manner is shown in Fig. 8. The case has a wooden frame and glass sides, one of the sides opening as a door. The rack inside on which the scissors are hung is covered with velvet, the goods being suspended from screw hooks. There are no cross pieces on the rack toward the door, so that the hand can be very freely inserted to reach the Scissors.

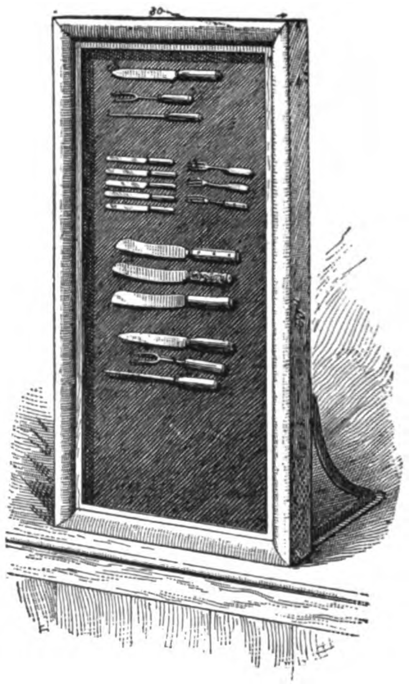


Fig. 9.—Counter Showcase.

An upright counter showcase, as shown in Fig 9, has been used to sample Cutlery to good advantage. The back of the case to which the samples are fastened is hinged as a door so as to open whenever a change of goods is desired. It is trimmed or painted black to secure an effective contrast, and the goods are attached with wire or in some other suitable way, while the glass front protects the goods from exposure and handling. This plan can be used for displaying holiday Cutlery, having one case devoted to Carvers, another to

Pocket Cutlery, another to Butcher Knives, another to Shears, etc. The same arrangement can obviously be applied to a varied line of goods. Several doors may be made to fit the same case, hung with loose pin butts, thus permitting a change of samples to be made easily and quickly by simply substituting one door for another.

An arrangement of successive steps in a showcase for Pocket Cutlery is represented in Fig. 10. The steps and shelves at the end of the case may be covered with suitable material, or may be painted or finished in natural wood to correspond with the frames of the cases. It is suggested that different styles of the same priced Knives may be shown on the same step, enabling a customer to select the style and price of Knife he desires with little trouble.

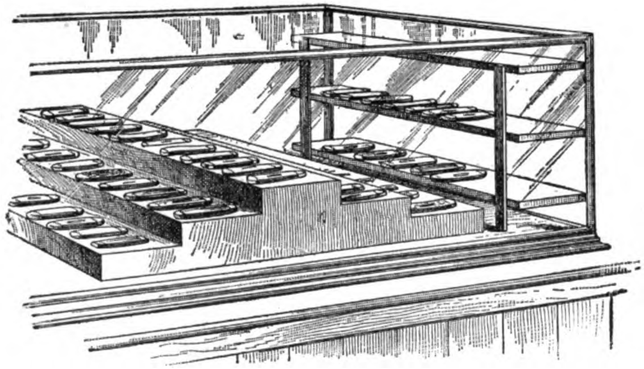


Fig. 10.—*Display of Pocket Cutlery.*

A plan for sampling Cutlery for shelf display is represented in Fig. 11, in which dummy boxes are used made of blocks of wood covered with paper, three blocks being fastened together. The sample is held in place with a string, and with a label under the sample the effect is produced of an original package of Knives. Small cleats may be fastened to the shelves at a proper distance from the front, to prevent the packages from getting out of line. The stock is not kept on the shelves with the samples, and the samples are not sold as long as it is expected to keep the goods in stock.

A method of keeping stock and sampling Razors is shown in Fig. 12. Wooden boxes of the same size and appearance as an original package are provided with slide covers and the samples are tied on with string. Opening the Razor as shown in the cut displays the blade and overcomes any tendency of the article to slip down.

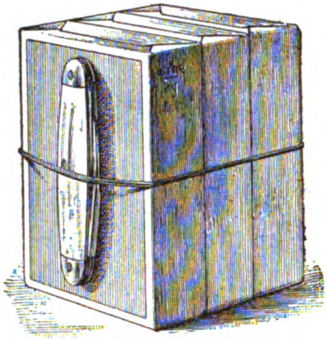


Fig. 11.—Sample on Dummy Boxes.

Boxes, as shown in Fig. 13, covered with black cloth with blue plush tops, the tops being hinged to allow taking out the goods, and having a place to mark the price without removing the box from the showcase, have been found satisfactory for accommodating Pocket Knives, Scissors, Shears, Razors. The boxes are made of uniform hight and in length correspond to the goods for which they are intended. They are also made of such widths as to leave no waste room when arranged in a showcase, as in Fig. 14.

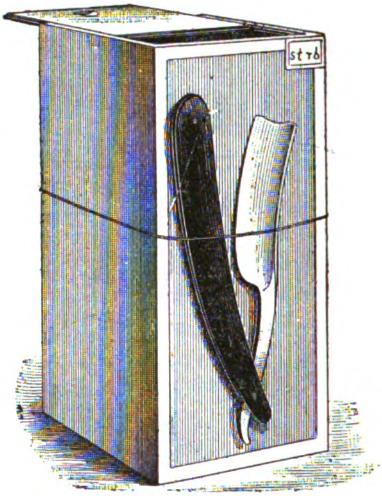


Fig. 12.—Box for Stock and Sample Razor.

For exhibiting Table Cutlery a ½-inch board 8 inches wide and the length of the case is sometimes used with good effect. It should be covered with black velvet, velveteen, plush or other suitable material, and sample with patterns of the different Knives and Forks carried in stock. In connection with each sample should be a designation of the price and a number corresponding with the number on the box containing the stock. Such boxes should be kept on shelves under the counter or in the adjacent shelving and numbered in regular order to correspond with the number on the samples. This arrangement is found by those who have used it more convenient and more economical of space than having original packages in the showcase with the sample on the top of each box, while at the same time a more attractive display of the goods is secured.

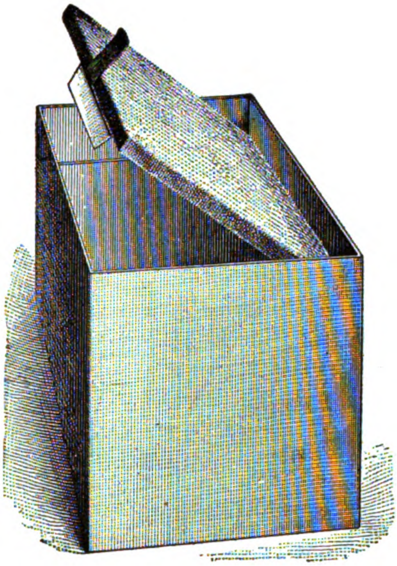


Fig. 13.—*Cutlery Box.*

Another method is to have a shallow tray, 10 x 15 inches in size, covered with black velvet or other material, upon which samples of Knives and Forks are fastened or laid, each pattern being labeled plainly with the number and price. In showing the goods to the customer the tray is taken from the case and the selection made from the samples, the goods which are sold being taken from stock, which is carried on the adjacent shelving. The above methods do away with the necessity of untying and opening different packages, prevent mixing of samples and do not give unsightly boxes a place in the showcase.

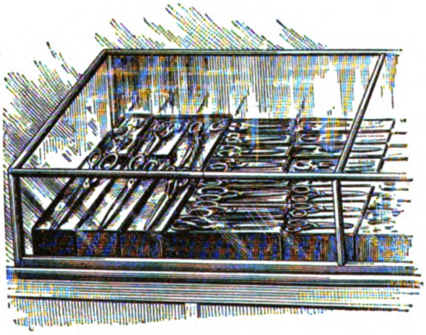


Fig. 14.—*Arrangement of Cutlery Boxes.*

In Fig. 15 an attractive and elegant method of displaying Knives, Forks, Spoons, etc., in a showcase is illustrated. A plush covered board has heavy glass divisions, as shown, which are held in place by bent wires, two of which pass over each piece of glass. This arrangement adds to the attractiveness of the display, especially if the wires are of polished brass or copper. The arrangement illustrated has divisions 4 inches wide and 9 inches long. These dimensions are suitable for general use, but may obviously be modified as desired.

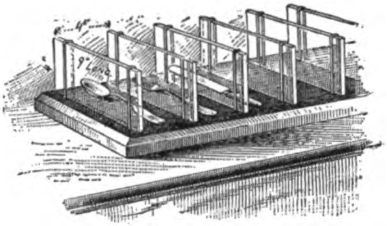


Fig. 15.—*Showcase for Cutlery, Spoons, Etc.*

A space in the shelving behind the counter showcases may be used to advantage for displaying the larger articles of Cutlery, such as Carvers, Cooks' Knives, etc., as shown in Fig. 16. A space of three shelves or more is suitably lined to exhibit Shears, Carvers, Table Cutlery, Dog Collars, etc. This shows the goods to advantage and rather obtrudes them upon the notice of customers, the bright surfaces of the Cutlery contrasting strongly with the dark background.

The wall case shown in Fig. 17 has glass doors in front which are hung on weights and slide up out of the way. The back of the case on which the Carving Sets and other Cutlery are sampled slants from the front at the bottom of the case to the back at the top. The counter showcase contains Silver Plated Knives, Forks and

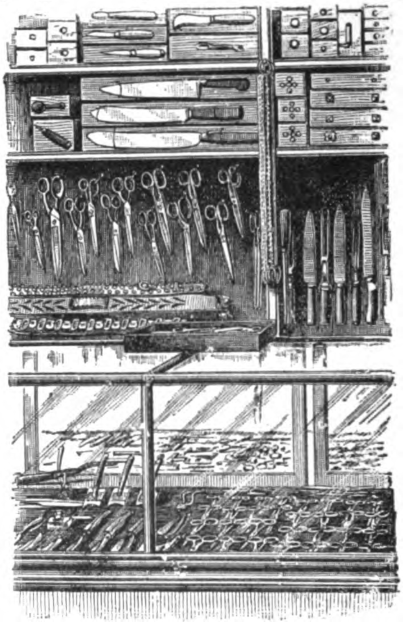


Fig. 16.—*Carvers and Scissors in Shelving Space.*

Spoons, with samples of fancy handled Table Knives against the back, held in an upright position by a band running along the back of the case, as indicated in the illustration.

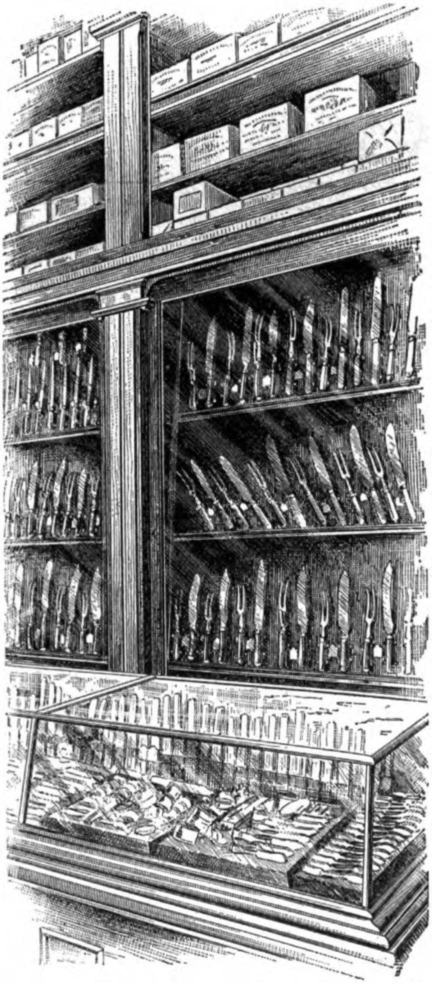


Fig. 17.—*Cutlery Cases.*

Knives, Forks, Scissors, Flatware, etc., may advantageously be arranged for inspection by customers as shown in Fig. 18, much of the effect depending on a tasty and harmonious disposal of the goods. In Fig. 19 an enlarged view of the clasp for holding the samples is given, and in Fig. 20 an illustration of the clasp alone is shown. The clasp is of spring brass held in position by the same kind of drawer pull as is used throughout the store on drawers in the shelving. The device is neat in appearance and admits of the article being immediately removed to show to a customer, and as quickly returned. A porcelain or other style pull may be substituted for the one shown, and the clasp may be easily reproduced in any Hardware store.

For sampling Pocket Cutlery and many other small articles a spring made of sheet brass may be attached to the box, as in Fig. 21. The spring brass, ¼ inch wide and 2¼ inches long, is bent to the required shape and fastened at one end by two round headed brass screws. The spring is sufficiently stiff to hold the sample when the box stands in the shelf, and serves equally well when Knives or other goods are displayed in a showcase.

A convenient method of sampling Shears, Razors, Kitchen Knives, etc., is shown in Fig. 22. A sheet brass plate ⅞ x 1⅝ inches is screwed on to the face of the box, having holes in it through which the spring passes. The spring is made of No. 16 brass spring wire and fastened to the inside of the drawer with blind staples, as in Fig. 23. A ring for pulling out the spring is attached to the spring by a sheet brass loop, the whole forming a neat and finished appearance. The boxes may be made of ⅜-inch stuff finished to correspond with the other boxes in the store. Boxes 11 inches long, 7½ inches high and 2½ inches wide, outside measurement, have been found of desirable size for this purpose.

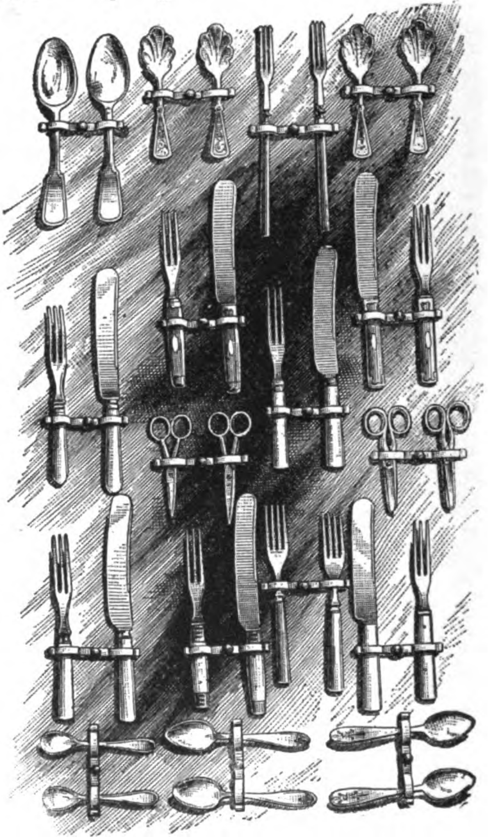


Fig. 18.—*Sample Board of Table Cutlery, Etc.*

For a limited stock of Table Cutlery the arrangement shown in Fig. 24 has been found convenient. A Cutlery case provided with sliding glass doors and opening by means of flush brass pulls is built in the shelving. The case is high enough to allow the original boxes upon which the Knives and Forks are sampled to stand upright, thus bringing the goods into prominent view.

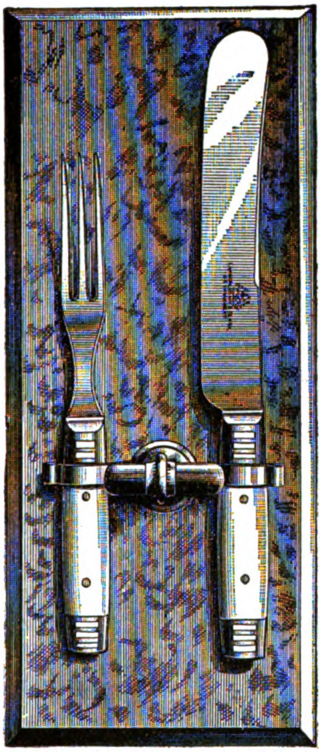


Fig. 19.—Knife and Fork Sampled.

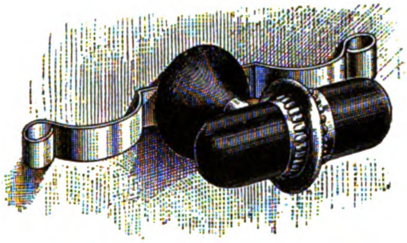


Fig. 20.—Device for Sampling Table Cutlery.

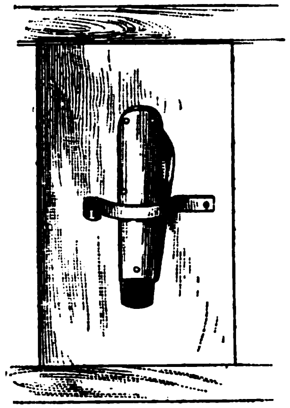


Fig. 21.—Sampling Pocket Knives.

An effective method of displaying Cutlery and fancy goods is shown in Fig. 25. A wall case near the front of the store is devoted to these articles, there being, first, Knives and Forks, sampled on the original boxes, standing on shelves and so arranged as to present a uniform appearance. In the next apartment are Razor Strops, Razors, Shaving Brushes, Key Chains, Ticket Punches, Police Nippers, etc. In the next space are arranged Scissors and Shears, the larger ones in the center, diminishing in size toward the edges. Razors occupy the corners at the top. The next opening contains Razor Strops, Brushes, Razors and Traveling Toilet Sets. The right hand end of the case, though not shown in the illustration, is arranged with shelves containing Table Cutlery to correspond with the shelves at the end shown. There is thus Table Cutlery on shelves at each end, and three apartments with glass sash in the center, giving an attractive and balanced appearance to the arrangement. The part of the center counter showcase nearest the door contains Scissors and Shears arranged in piles, one Shear on top of the other. These are held in place by upright wire pins passing through the openings in the handles. The other part of the showcase contains Pocket Knives, sampled on their original boxes. Fancy Tea Kettles, Stands, etc., are shown on the top of the showcase, and also above the wall case.

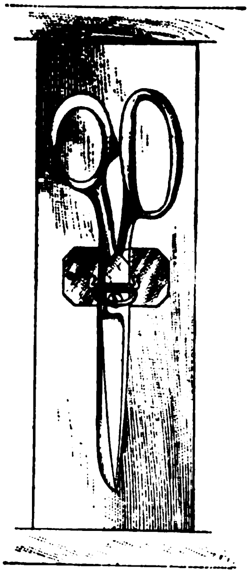


Fig. 22.—Sampled Shears.

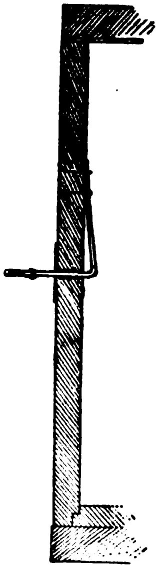


Fig. 23.—Construction of Spring.

The upright showcases represented in Fig. 26 are devoted exclusively to the stock of Pocket Cutlery, Scissors and Shears, while in the counter showcases goods are exhibited to retail from. The lower sash of the upright cases are hung on weights, while the upper cases have hinged doors, which are not inconvenient in this case as they open above the head of the salesman behind the counter. The arrangement of the Cutlery in the shelving and showcases is such that the goods of the same class, as, for example, two-blade Jacks, three-blade Pockets, etc., are kept together. Electric lights on the divisions of the shelving are provided with flexible brackets so that they may be turned out of the way to allow the traveling ladder to pass when it is desired to reach the upper cases. Scissors and Shears of the same length and style are hung together on pins to retail from.

A convenient arrangement for measuring Shears is illustrated in Fig. 27, in which a tape measure is shown attached to the front of an upright Shear case. The necessity for a rule with which to measure the length of Shears is thus obviated. The same principle may readily be applied in many other instances.

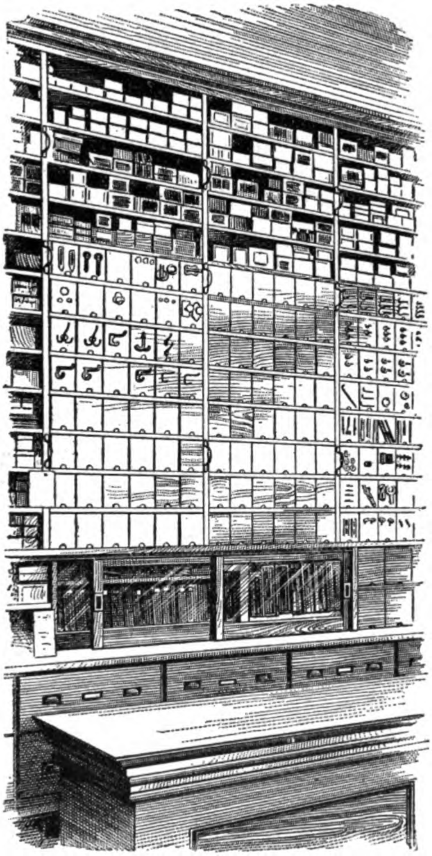


Fig. 24.—Table Cutlery in Shelving.

Several methods of arranging Cutlery in show windows are described in Chapter VI, and reference is made especially to Figs. 2 and 3. Similar plans may obviously be applied in other parts of the store.

Pyramids for sampling Pocket Cutlery are represented in Chapter VII, Figs. 2 and 3, and a number of suggestions in regard to Cutlery and similar fine goods, of which an attractive display is desired, will be found in Chapters VIII and IX.

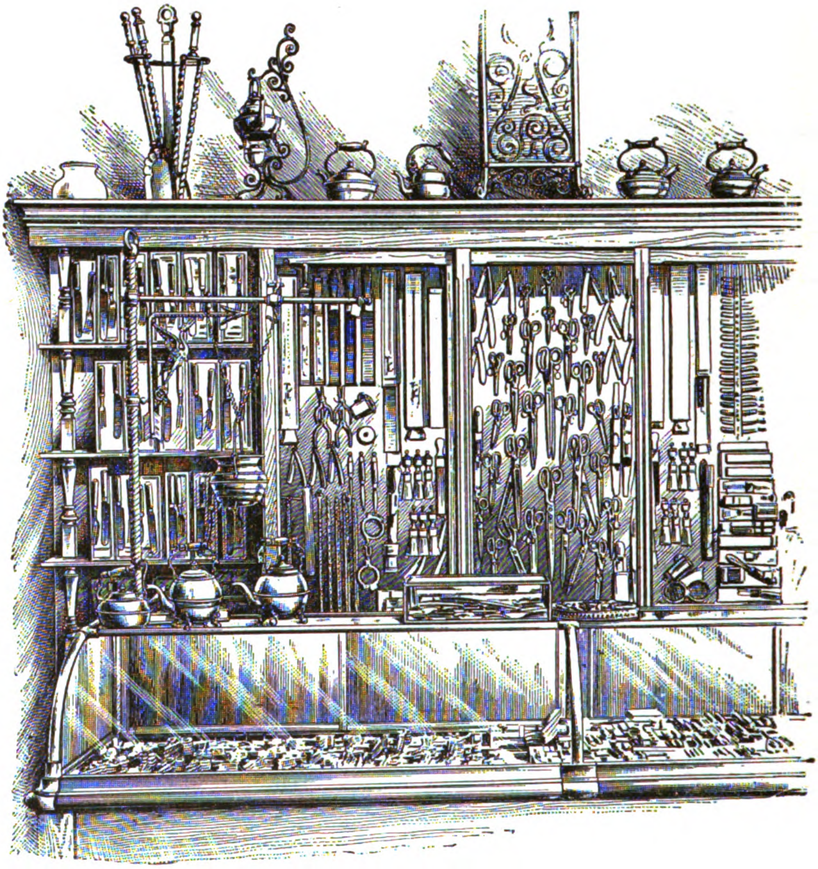


Fig. 25.—Display of Cutlery and Fancy Goods.

An arrangement of safe and glass partition in front of it which embodies many excellent features for a store carrying a large and expensive line is represented in Fig. 28. The safe is

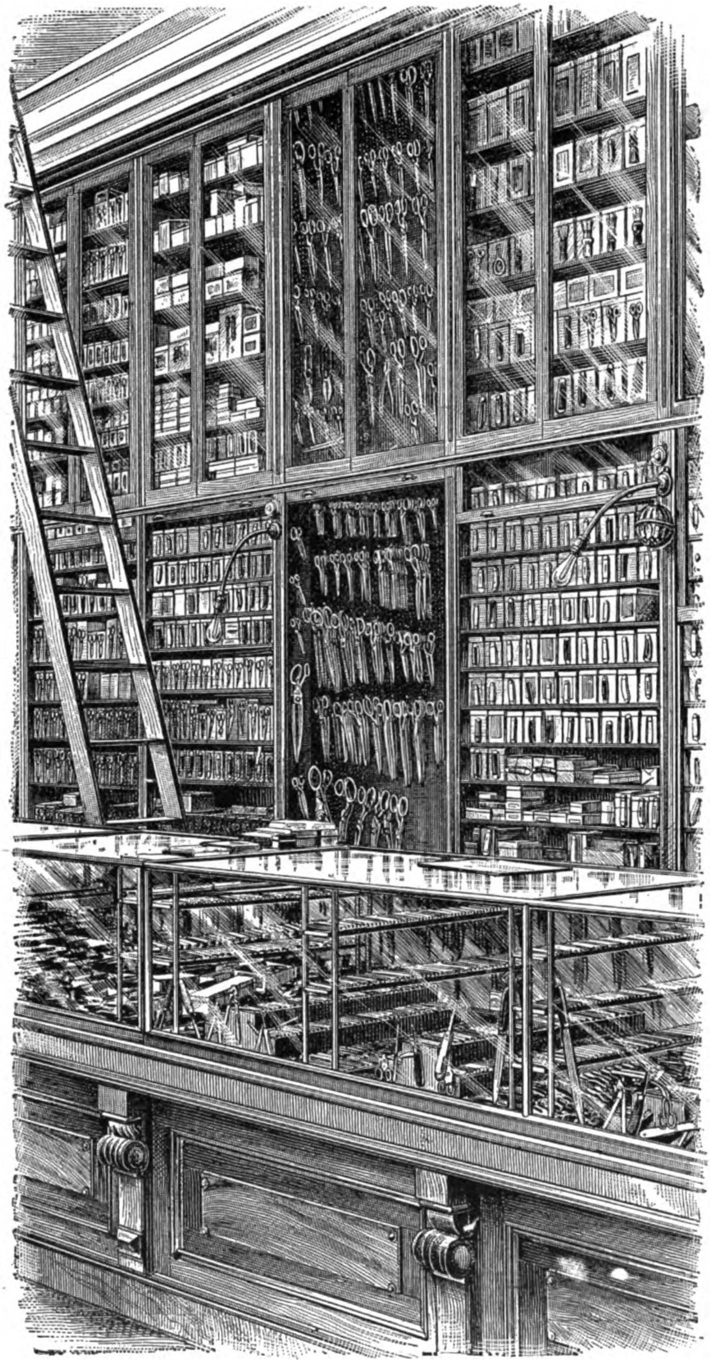


Fig. 26.—Upright Cutlery Cases.

used to hold fine Pocket Cutlery, orders for these goods being filled directly from the safe, where the stock is carried. In front of the safe is a glass partition with a shelf at the back. The partition affords an unobstructed view of the safe and contents by customers, and also allows goods to be taken from the safe to fill orders and to be placed on the shelf without fear of their being stolen. This arrangement, while comparatively few will see the necessity of adopting it, suggests the care which should be taken in stores that no temptation be placed in the way of unscrupulous persons, these precautions of course not being evident to the customer.

The arrangement shown in Fig. 29 is adapted to stores carrying a large stock and doing a large business in this class of goods. Its special feature is the wire railing 6 feet high running in front of the shelving containing Cutlery, and preventing access to the stock except by those who have a key to the doors. Orders may be gotten out in this inclosure, the different packages being laid on the shelf attached to the railing until the order is completed, when they can be removed and packed. An incomplete order may thus be left without fear of its being disturbed by outside parties and the liability of having goods within the railing stolen is also diminished.

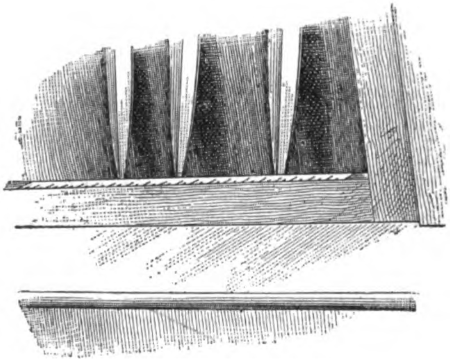


Fig. 27.—Measure for Shears.

A system of slips for marking Cutlery and also for keeping track of stock is shown in Fig. 30. A sample of the Pocket

Knife to which it belongs is laid on the slip in such a way that it conceals the number, cost and price as given in characters, but exposes to the customer's eye the retail price in large

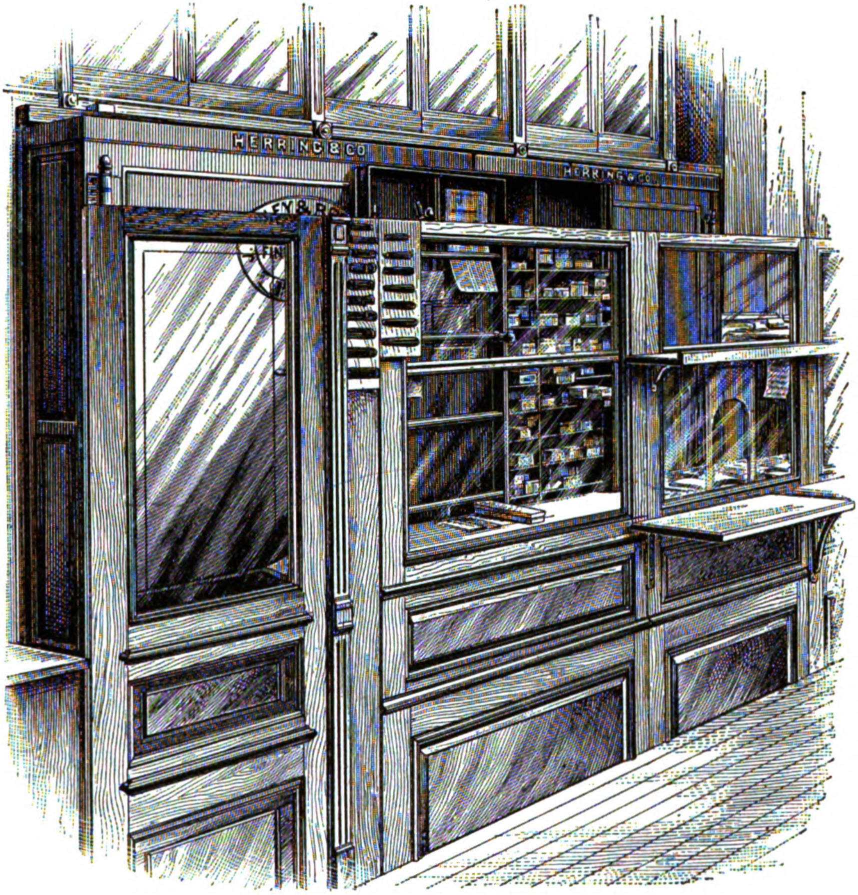


Fig. 28.—Safe for Fine Pocket Cutlery.

figures. The Knives in the case are arranged in the order of price, beginning at 10 cents and running up to $2. With this arrangement the customer can make his selection with very little handling, as the price can be seen ; and in many cases the customer will take the sample, which permits the assortment being kept fresh and clean. If, however, a sample becomes rusty from handling, it can be disposed of at a reduced price. The slip is not designed to be reversed until the Knives of any number have been exhausted, which prevents the losing sight of any Knife which it is desirable to carry in stock. There is room on the slip for such remarks as "Remnant," "Last one," "Hard stock," "Push off," etc., written in small letters with pencil. It is suggested by those who have used this system that when a particular number becomes unsalable a red slip may be used, emblematic of the auctioneer's flag, thus indicating

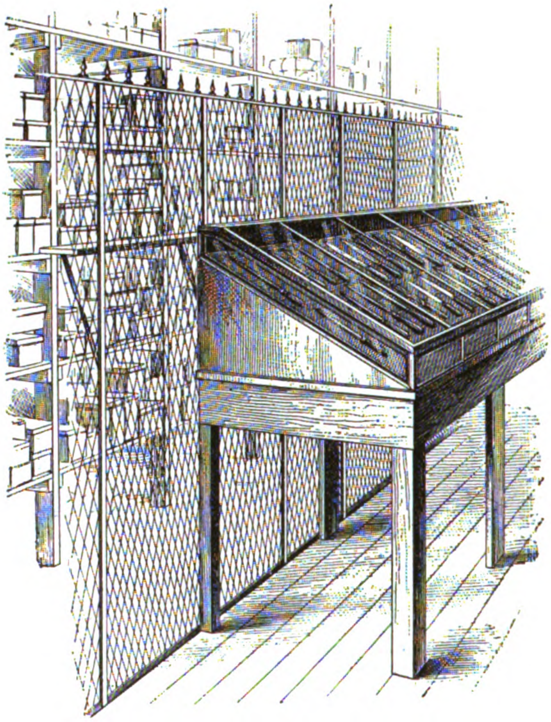
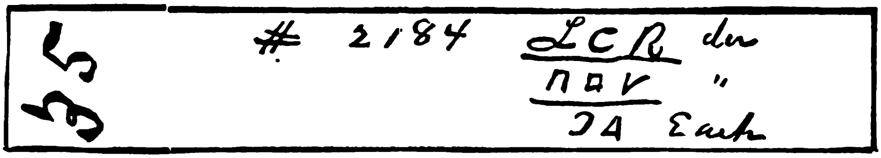


Fig. 29.– Cutlery Stock Room.

that the salesmen must use especial efforts to sell Knives of that number.

As Cutlery is usually an important part of the plunder when stores are burglarized, a plan has been adopted for keeping Pocket Knives in original packages, where they are not likely to be seen by the intruders. Samples only are kept in the counter showcase, but Chisels are kept in the shelving directly back of the case in boxes which fit the shelving, with the sample of each size of Chisel fastened to the face of the box, as shown in Fig. 31 The Chisel boxes are 6 inches deep and 18 inches long, while the shelving is 12 inches deep. This leaves a space of 6 inches behind the Chisel boxes, where the stock of Pocket Cutlery is kept in the original boxes. The numbers corresponding to the samples in the case are marked on the end of the Cutlery boxes, in large figures, with an oil crayon or marking pencil. The smallest numbers are put on the top shelf, with the larger numbers in regular order below, making it an easy matter to find any number desired. This plan has been found to work satisfactorily, and in at least one instance has been put to a test that shows its merit, a store where the arrangement was in use having been entered by burglars and only the samples of Cutlery in the showcase taken.


55

# 2184 LCR dz

nav "

24 Each

Fig. 30.—Pocket Knife Selling Card.

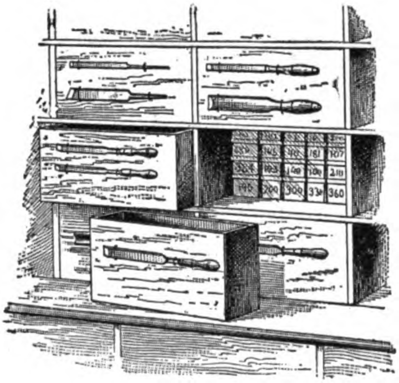


Fig. 31.—Pocket Cutlery Behind Chisel Boxes.

To prevent rust gathering on Cutlery and other polished steel goods, advantage may be taken of the fact that calcium chloride has an affinity for moisture. A bottle in which a glass funnel is inserted may be placed in the case with the goods, and the funnel partly filled with lumps of calcium chloride, as shown in Fig. 32. Every trace of moisture will be speedily absorbed, and the arrangement of the bottle and funnel permits the liquefied portion of the calcium chloride to trickle from the funnel into the bottle, drop by drop, leaving the salt exposed, so that it continues active until it is dissolved. This will prove an inexpensive way of keeping fine goods from rusting.

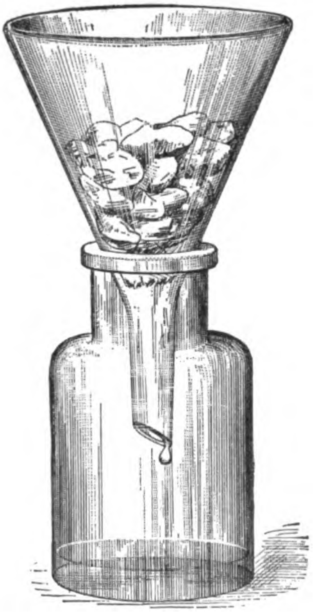


Fig. 32.—Calcium Chloride for Polished Steel Goods.

CHAPTER XXVIII.

Sporting and Athletic Goods.

Sporting and Athletic Goods within a few years have taken a prominent position in the retail Hardware store. This is a line for which there is a rapidly increasing demand, and many merchants find the goods profitable to handle, while they add largely to the attractiveness of the store and the interest with which it is regarded by the public. Enterprising merchants have in many instances begun carrying this line on a small scale and in something of an experimental way, and have been surprised and gratified at the growing demand from year to year. These goods have the advantage of tending to enliven trade during the dull seasons, as summer, fall, winter and spring sports create almost a continuous inquiry for some of the articles in this line.

In handling Sporting and Athletic Goods it is usually desirable to have in stock those of recognized quality as well as cheap and medium priced goods, as sportsmen do not as a rule object to the price of articles and are willing to purchase everything of the best quality.

In this line, as is the case with most other goods, an advantageous display increases sales, and much ingenuity can be shown in arranging windows, showcases, racks, etc. Sporting Goods appeal to nearly all classes, and especially to men and boys. The impression made by a display is much greater when these goods are shown as in actual use or with surroundings which suggest pleasant outings and outdoor recreation. In the height of the different seasons it is well to have, if it be feasible, a show window devoted to the exhibition of those lines, in which frequent changes should be made, thus gaining for the house the reputation of being headquarters on this class of goods. Thus, for example, when a tennis club is formed in the town the windows may appropriately be filled with Rackets, Nets, Balls, etc., to attract attention, this being an important step toward supplying the members of the club with their outfits. If some one in the establishment is allowed to indulge his natural tendency for sports, having at the same time an eye to business, this class of trade can be kept in touch with and cultivated. It is important, however, that the representative of this department should not let his taste for sport overmaster his devotion to business.

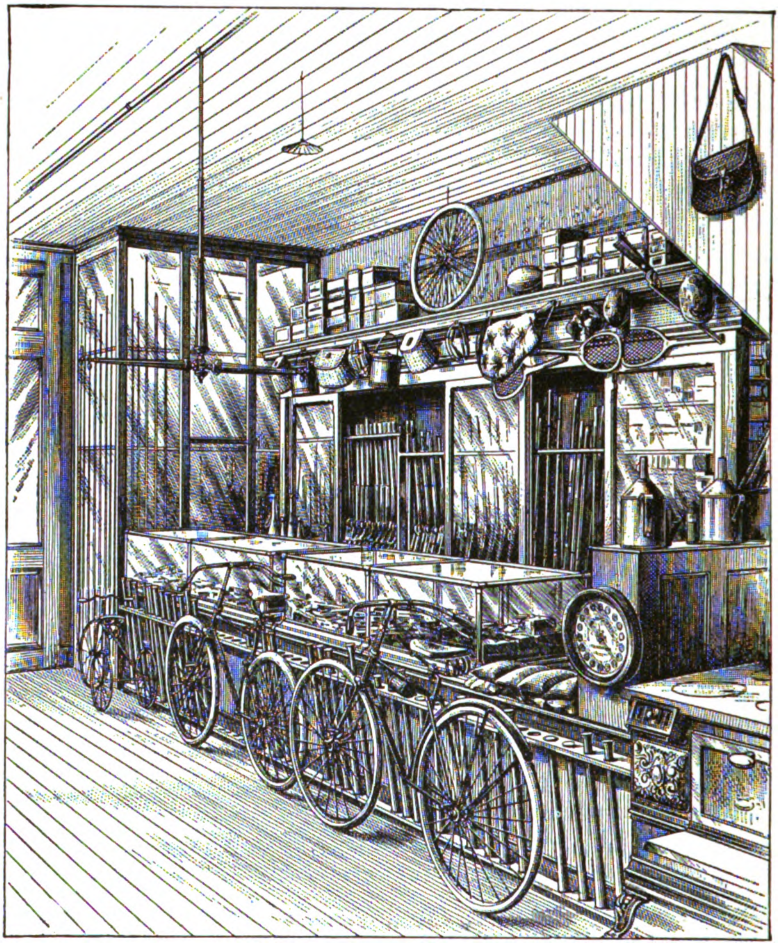


Fig. 1.—A Sporting and Athletic Goods Corner.

Fig. 1 offers a suggestion as to the amount of space and the

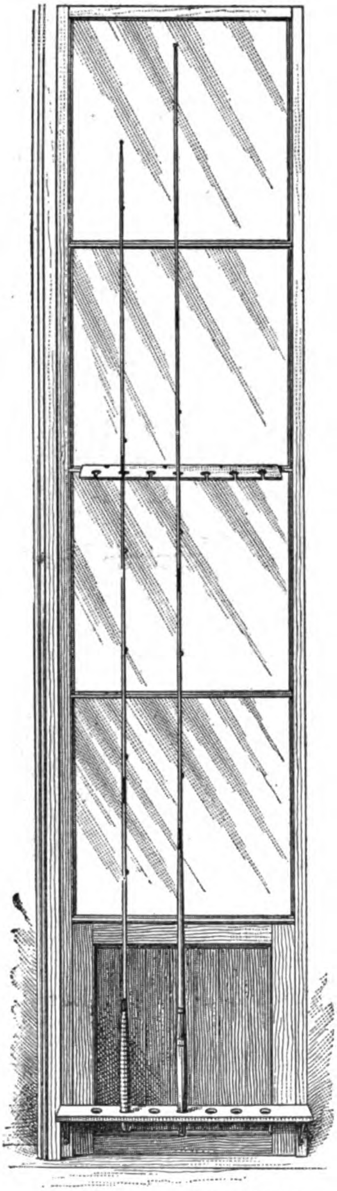


Fig. 2.—Fishing Rod Rack.

arrangement of Sporting Goods suitable for a stock valued at from $1,000 to $2,000. A space of 26 feet between the show window and stairway is devoted to Baseball Goods, Fishing Tackle, Tennis Goods, Guns, Rifles, Fishing Rods, Boxing Gloves, Hunting Coats, Game Bags, Cartridge Belts, Indian Clubs, Dumbbells, Loaded Shells, Cartridges, Powder, Shot, Bicycles, etc. The wall case is 12 inches deep, lined with black velvet, and holds a large quantity of goods. It is provided with sliding glass doors, the first two spaces being devoted to Guns, the next two to Rifles, and the next two to Fishing Rods. Rackets, Masks, Minnow Pails and Fish Baskets are displayed above the cases. Next to the wall case, under the stairway in the corner, Loaded Shells, Gun Wads, Loading Tools, etc., are kept. Under the wall showcases are two rows of drawers used for storing goods which are out of season. In front of the wall cases is a long counter, upon which are two showcases for small goods. In the first case is kept Fishing Tackle, Artificial Baits, Lines, Reels, etc., and in the winter Skates, etc. The next case is used for Revolvers, Bicycle Sundries, Duck Calls, Dog Whistles, Gun Cleaners, etc. To the rear of the bags of Shot is a scale for weighing Powder and Shot; next to which is the Shot case and Powder cans. The space under the counter is used for storing Indian Clubs, Dumbbells, Minnow Pails, etc. In the front of the counter is a rack containing Baseball Bats, and in front of these Bicycles are exhibited. Another display of Jointed Rods is made around the show window, shown in more detail in Fig. 2. The upper portions of the Rods are held in a strip of rubber belting 1 inch wide, tacked on the sash bar and cut to receive the Rods. The butts stand in a board strip around the bottom of the window 6 inches from the floor, holes being bored to receive them. Such a rack holds 18 Rods and has the advantage of keeping them always in sight, and, being put together, they are always ready to show customers.

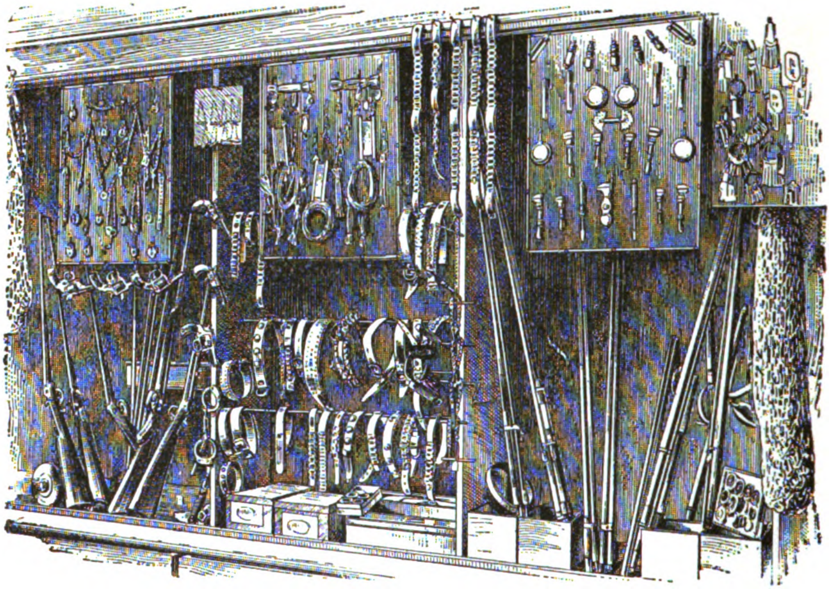


Fig. 3.—Sporting Goods, Fishing Tackle, Etc.

A wall case is shown in Fig. 3 devoted to Sporting Goods, Fishing Tackle, etc. Sample boards hung by bright wire hooks and eyes display the smaller articles, while Guns and Rods are placed as shown in the illustration, Dog Collars being hung on rods between the standards. The goods shown include Bicycle

Locks, Guns, Revolvers, Fishing Tackle, Dog Collars, Whistles, Calls, Wrenches, Jointed Rods, Nets, etc. The arrangement and kind of goods displayed are changed from time to time.

A suitable place to keep Guns is with many a Hardware-man a perplexing question. Often there is no available wall space in which to have a case built, nor does it seem advisable to take floor space sufficient for a long narrow case anywhere outside the counters. The accompanying illustration, Fig. 4, shows an arrangement by which a number of Guns can be displayed to good advantage in a small space. It stands 2 feet square on the floor and is 2 feet high to the top of the cupboard. The case above is inclosed on four sides with glass. The uprights in the center are 1 inch square, while near the top are two boards nearly 2 feet long and 4 inches wide, perforated with suitable notches to receive the muzzles of the guns. These boards are placed at different hights to accommodate Guns of various lengths. The case opens at both front and back so Guns may be taken from either side. On the uprights are a number of hooks for the accommodation of Revolvers and plated Loading Tools, the bright surfaces of these making a marked and pleasing contrast with the dark color of the Guns. The cupboard underneath may be used for duplicate stock of Revolvers, Loading Tools, Shells, etc., a lock on the door giving the desired security.

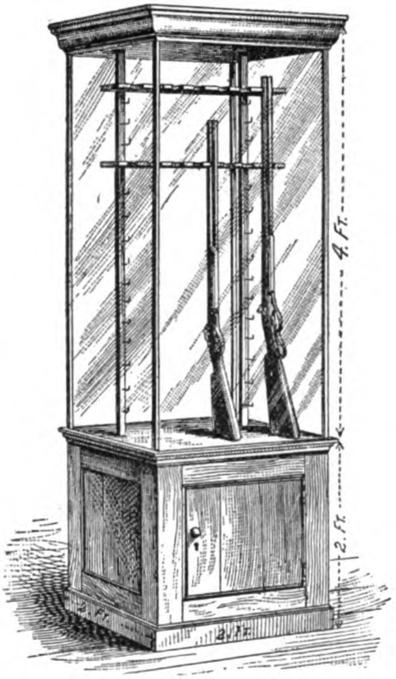


Fig. 4.—A Novel Gun Case.

The Gun holder shown in Fig. 5 is made of No. 11 or 12 wire, bent in the form shown in the cut and fastened to the cornice above the shelving. The wire loop around the stock of the Gun is soldered to the upright wires. On the edge of the cornice to which the wire is attached a leather strap is tacked, making a loop, through which the barrel passes. This arrangement keeps Guns out of the way, yet where they can be seen, and in such a manner that they are readily taken down for inspection or sale.

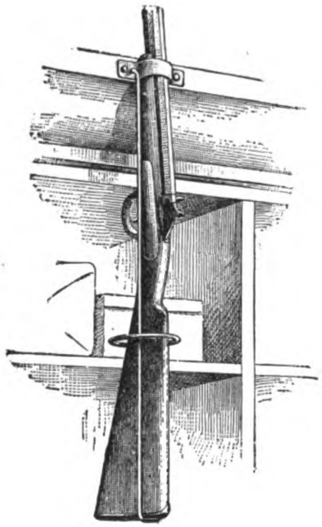


Fig. 5.—Method of Displaying Guns.

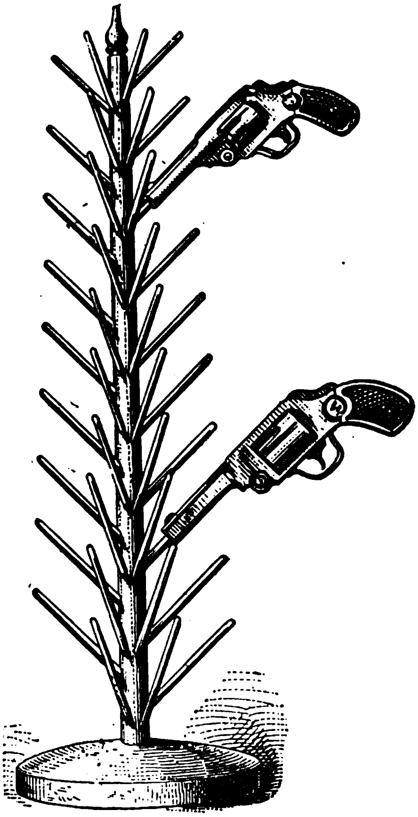


Fig. 6.—Revolver Stand.

A home made Revolver stand, illustrated in Fig. 6, indicates the manner in which the Revolvers are displayed, a convenient and attractive arrangement thus being secured. The stand is made with a heavy base, with a 3-foot wooden standard in the center of it. Into the standard ¼-inch brass pins are driven on all sides. If the base is bronzed, the standard nicely painted and filled with Revolvers, it makes a fine appearance in a show window or other conspicuous place.

The display rack shown in Fig. 7 is equally well adapted to use in some convenient place in the store or in a show window. It may be placed in a corner, as shown in the cut, or by cutting the ends at the back to a more acute angle it may be fastened against a wall or other flat surface. The rack is supported in front by a round piece of wood 2 feet long and at the ends by brackets. Loops of wire on the top pieces hold the Guns and Rods in place, while suspended from hooks in the lower pieces Razor Strops, Thermometers, Key Chains and similar goods may be hung.

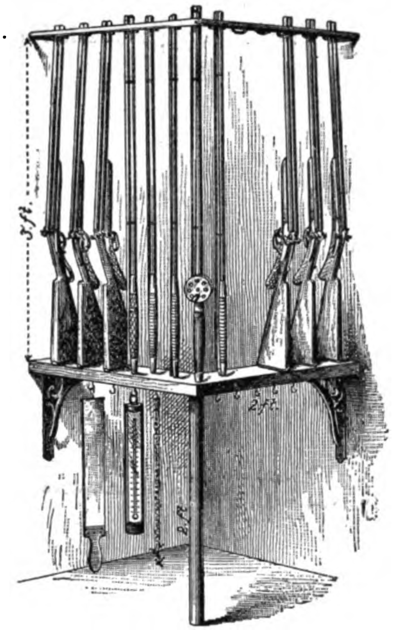


Fig. 7.—Display Rack.

A Fishing Rod rack, which will be found very convenient, and which may be constructed at a small outlay, is shown in Fig. 8. The rack is also well adapted to holding Shovels, Hoes, Rakes, Forks and a general variety of straight handled goods. The platform is 2 x 4 feet in size, 6 inches high, and is provided with six plate casters for wheeling to any part of the store or out of doors. There are six upright posts, to which the frames are fastened, and on the frames are stretched pieces of 2-inch mesh poultry netting. The lower frame is 10 inches above the platform, and the upper frame 24 inches above the lower one, making the entire hight of the rack 40 inches. The

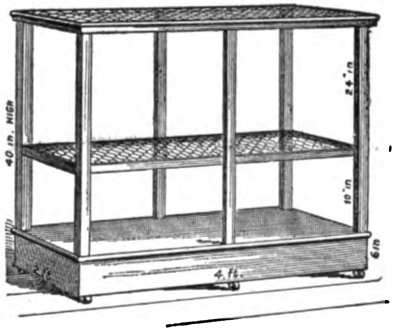


Fig. 8.—Fishing Rod Rack.

number of Rods which the Rack holds in comparison to its size is among its points of excellence.

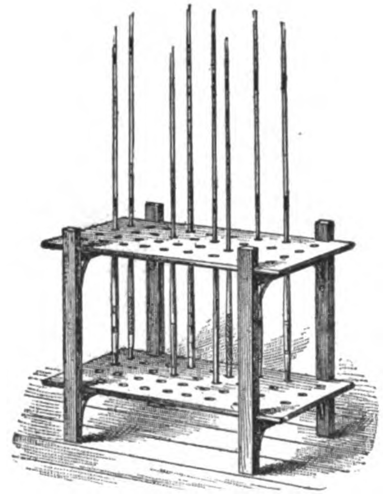


Fig. 9.—Fishing Rod Rack.

A cheaply made rack for holding Fishing Rods is represented in Fig. 9. It displays a quantity of Rods to good advantage in a comparatively small space. The legs are of 1¼ x 1⅛ stuff, beaded, with two shelves 2 x 4 feet, held in place by shelf brackets. The top shelf has beaded edges, and 38 holes 1½ inches in diameter, while the lower shelf has a corresponding number of holes bored only part way through. The rack is finished in natural wood.

A rack is shown in Fig. 10 for holding Ball Bats. The partitions afford an opportunity of keeping the different styles separate, yet allow them to be easily examined and handled.

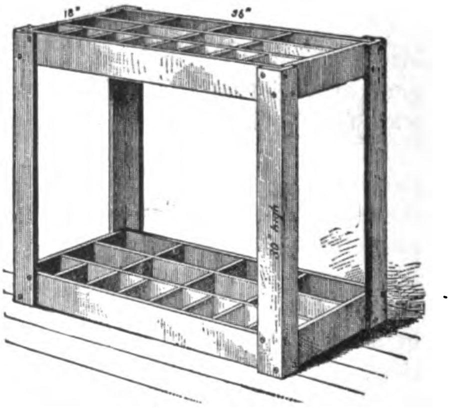


Fig. 10.—Rack for Ball Bats.

Fishing Rods, Guns, etc., may be arranged to advantage as shown in Fig. 11. This is a shallow wall case with sliding glass doors, having cross pieces inside the case of the required hight to lean the goods against, with notches cut in the pieces to hold the goods in an upright position. The case prevents dust accumulating on the goods and persons from needlessly handling them.

Early in the spring it is desirable to attract anglers' attention and to get them enthusiastic upon the subject of the coming season's sport. This opens the way for their interest in the new supply of Fishing Tackle which should be in stock and on exhibition. An effective way of getting customers into the store and at the mercy of the salesmen is to maintain an aquarium in one of the show windows, with a half-dozen large trout or other fish. Arrangements should be made to supply them with fresh running water, and the fish should be in good condition when received. This will be found an excellent advertisement.

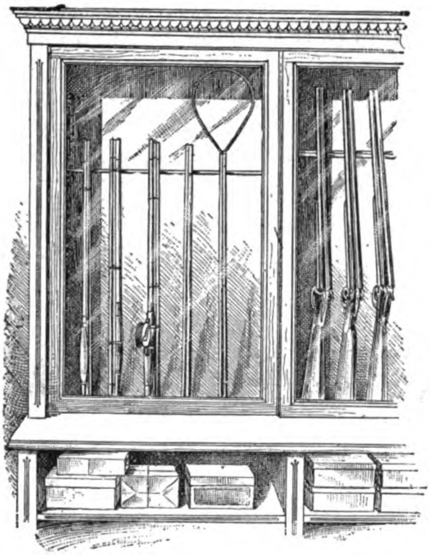


Fig. 11.—Sporting Goods Wall Cases.

Use may be made of the under side of galleries, when over wall cases, for suspending goods belonging to the same class as those kept in the case beneath. In Fig. 12 Fishing Poles are sampled above a case devoted to Sporting Goods.

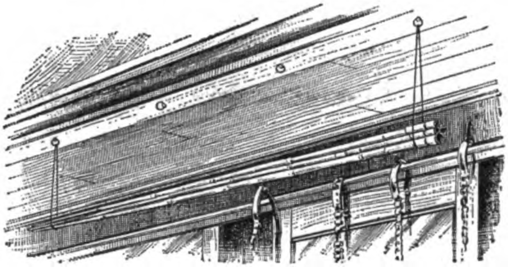


Fig. 12.—Samples of Fishing Poles.

A rack, as shown in Fig. 13, has been used to advantage as a background for a show window display of Fishing Tackle, upon which Fishing Rods are exhibited. The uprights have nicely turned ornaments on the top and are placed 22 inches apart. Screw hooks are placed 2 inches apart on the uprights, thus providing for a large number of Rods. In front of the rack ordinary steps covered with cloth may be used, upon which small articles may be placed, adding to the attractiveness of the display.

A rack of similar construction to that shown in Fig. 13 may be made for displaying Jointed Rods by standing four shellaced sticks in a line, and fastening them to the floor with angle irons. The uprights are about 1½ inches square, 4 feet high. The space to be occupied is divided into equal distances by the uprights, having on the front side of each stick a number of square screw hooks from the top to the bottom, to support horizontally as many Rods as is desired. The rack displays the Jointed Rods to advantage and keeps them straight, as they are supported at four equally distant points. About the floor of the window Reels may be placed and other Fishing Tackle; also Baseballs in pyramids, Gloves, Masks, Bats, Tennis Goods, etc.

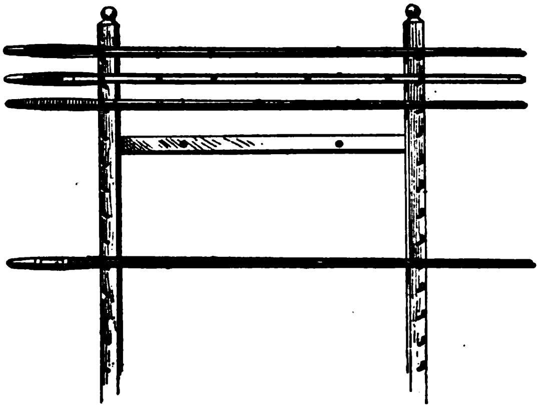


Fig. 13.—Fishing Rod Rack.

The Gun and Rifle rack shown in Fig. 14 is 48 inches square at the base, with a 3 x 3 inch post located somewhat back from the center to enable Guns to be shown on three sides of the rack. The notched pieces against which the barrels of the Guns rest are 30 inches apart, and are held in position by 10 x 12 inch iron brackets. The lower rack is 28 x 36 inches in size, and the upper one 8 x 28 inches. The rack is adapted for use in square show windows, and may also be used to good advantage to display Fishing Rods, Tackle, etc. By putting screw or cup hooks around the edges the rack may be used for displaying Tinware and House Furnishing Goods out of Sporting Goods season.

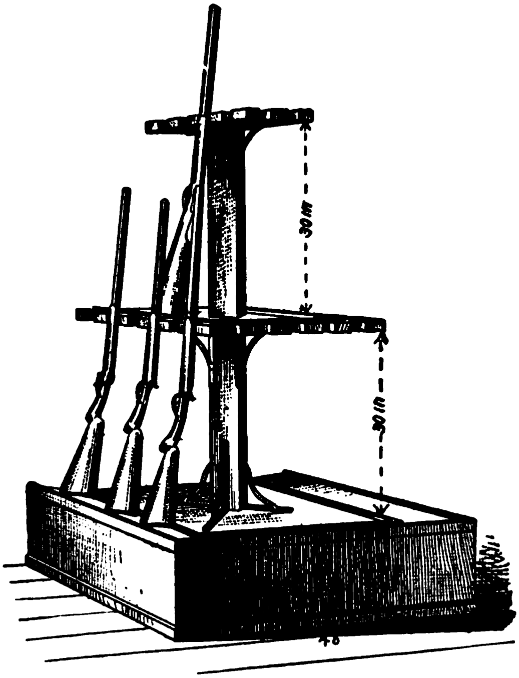


Fig. 14.—Gun and Rifle Rack.

The importance of using show windows to good advantage is obvious, and we give in the following pages some suggestions and illustrations relating to this subject.

An effective display of Guns and other Sporting Goods in a corner window is shown in Chapter VI, Fig. 4, and a method of displaying Dog Collars is illustrated in Chapter IX, Fig. 13.

A window display made at the time of the Columbian Exposition is shown in Chapter VI, Fig. 6, and may be of interest in this connection, as Fishing Tackle has a prominent place in the design.

CHAPTER XXIX.

Locks and Door Trimmings.

Among the goods the sales of which depend largely on attractive and convenient display are Locks and Door Trimmings. This is the case even with the cheaper and commoner grades, but it is especially so with the finer and more artistic styles and patterns, the general introduction of which is one of the interesting features of the trade within the past few years. In regard to the display of this class of goods three things should be borne in mind: That an effective and tasty display should be made which will show the goods off to advantage; that at the same time various woods should be exhibited with Locks and Trimmings of appropriate style and finish applied, and that as far as possible it is desirable to have goods sampled in working order in the positions in which they will be when in use. A careful and judicious sampling of these goods becomes the more necessary as the number of styles and finishes increases and as rooms or floors are finished in a larger variety of woods. The customer is not usually satisfied when told that a certain pattern can be furnished in a different finish from the one shown, but desires to see the effect of the finish on the pattern he has chosen and sampled upon the kind of wood to which he intends to apply it. Even where the demand is for common goods or for a slightly better grade put up in sets, better satisfaction is given to the customer and less confusion attends the sale when the goods are sampled than if they are taken from the various boxes or drawers in which they are contained.

Fig. 1 represents the space devoted to sampling in a retail establishment where much attention is given to fine Builders' Hardware. It has a floor space of 9 x 24 feet neatly carpeted, making an excellent place to show and examine goods. It is located near the rear of the store, where there is plenty of light, and is furnished with handsome oak sample cases and drawers, which are used in connection with the table to display samples. The sample case has an opening of 4 x 10 feet, at each end of which are standing desks 3½ feet long, over which are mirrors. Twelve black walnut sample boards are used in the case, each 21 x 27 inches in size, to which samples are at-

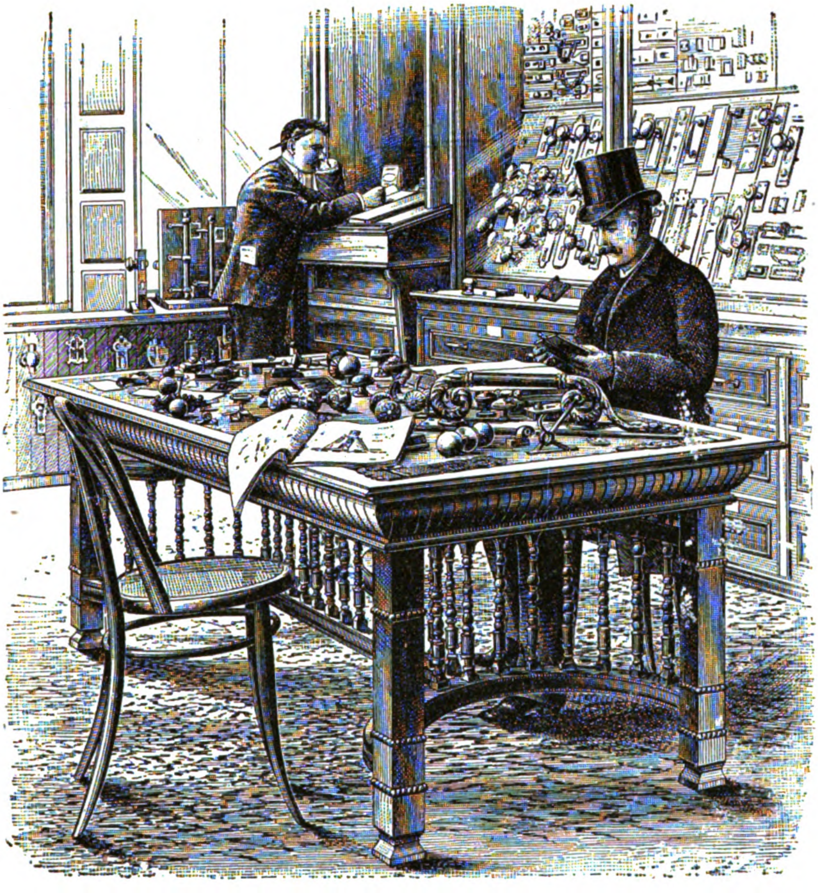


Fig. 1.—Sample Case and Table in Front.

tached arranged in three rows, the lower row of sample boards being stood in a slanting position. Three curtains on spring rollers can be pulled down in front of the case to exclude dust. The sample boards are used to display the finest grade of Door Trimmings. The upper one of the three rows of drawers under the case contains boards, the arrangement of which is shown in Figs. 2 and 3 of this chapter. These drawers are fitted up for Door Knob samples, samples of Mortise Locks and Door Butts. The sample Knobs, for sake of economy in space, are but half Knobs, and stand perpendicularly on their roses. Four sample boards of Knobs are accommodated in one drawer and are taken out to show customers The two lower rows of drawers, 12 in all, each of which is half the length of the upper drawers, are occupied with samples of the smaller goods in Builders' and Cabinet Hardware. There are four sample boards to each drawer, arranged in a manner similar to those for Butts, making 48 of these small boards. By this arrangement a large line of samples may be made to occupy a comparatively small space. In connection with the drawers and cases the following system, by which any sample can be instantly located, or price and make and maker's number found, is used: Each sample has a number stamped in the wood directly under it. These are the private numbers of the firm, and are arranged in a book numerically. Opposite each number in the book is the manufacturer's number, name, list, discount and net cost. A memorandum of the first and last numbers in each drawer may be marked on the side of the drawer.

The manner in which a sample or sales room especially adapted to the lines of goods under consideration may be formed by the inclosure of counters is illustrated in Chapter VIII, Fig. 14.

Butts may be sampled to advantage as shown in Figs. 2 and 3. The Butts are attached to boards, which are kept in drawers, one board on top of another, and are taken out to show to customers. In each board are two large screw eyes serving the double purpose of preventing the Butts from being scratched by the boards above and providing something by which the boards may be lifted in and out of the drawers.

This plan permits of a large line of samples being kept in a small space.

A plan for sampling Mortise Locks in drawers so that the fronts of the Locks are exposed to view is shown in Fig. 4. The Locks are hung between upright partitions with depressions cut in them, which brings the front of the Locks flush with the top of the partitions and also holds them in place.

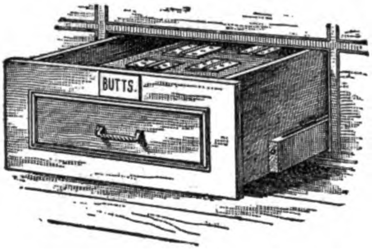


Fig. 2.—Drawer Arranged for Samples of Butts.

For sampling Mortise Locks in drawers an arrangement is illustrated in Fig. 5. Instead of cutting out the wood in the cross pieces to receive the ends of the Lock fronts, as shown in Fig. 4 of this chapter, headless pins are driven through the screw holes in the Lock fronts, thus allowing the Locks to be taken out and examined. Screw hooks placed in the cross pieces near each Lock provide a place for its key.

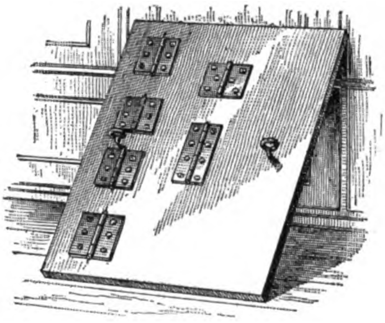


Fig. 3.—Butts on Sample Boards Used in Drawers.

An ingenious method of sampling Door Knobs, which are usually found difficult to satisfactorily provide for, is shown in Fig. 6. A wooden block, ⅞ inch thick, 2 inches long and measuring ⅝ inch from the back to the points where the bevel ends at the outside edges of the block end, is fastened to the shelf box. A half circle is cut in the block and a spring of tempered steel is fastened in the circle by screws The spring is ⅞ inch wide, or as wide as the block, and is so formed as to hold the shank of the Knob firmly. It also holds the Knob perpendicularly without allowing it to come in contact with or rubbing the face of the box. This arrangement enables the salesman to pull the Knob from the box instantly to show customers and to replace it just as quickly.

The style of sample tray shown in Fig. 7 is especially suitable for displaying Locks, Door Trimmings, etc. It has a face and bottom, but no sides, yet when placed in the counter has the appearance of an ordinary drawer, as seen in Fig. 8. It will be found convenient to make the Trays 22 inches deep, 24 inches wide, with a face 5½ x 24 inches in size.

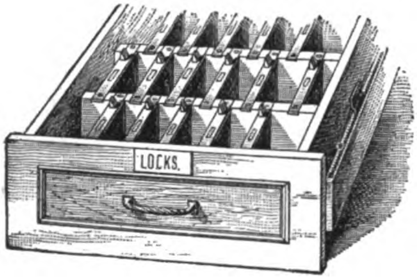


Fig. 4.—Drawer for Samples of Mortise Door Locks.

The 36 Trays contained in the counter are interchangeable and are provided with flush handles, permitting a display to be made either by standing them upon a counter and thus allowing a convenient examination of the samples by customers, or by standing them in a show window, where a different display may be made daily by changing the Trays. Each Tray is devoted to one design and finish. By this method 36 designs may be carried in addition to the ordinary patterns which are sampled upon the shelves.

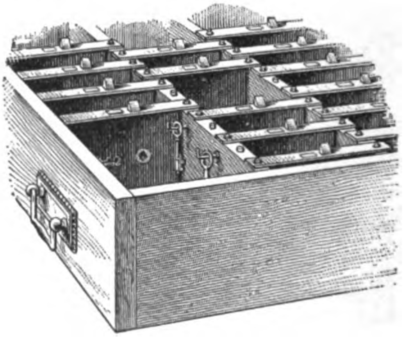


Fig. 5.—Sampling Mortise Locks.

The Trays to which the samples are attached may be of different kinds of woods, selected to harmonize with and to set off to advantage the goods exhibited. This will assist purchasers in selecting the style and finish of metal work which is desirable in connection with the kind of wood with which it is to be used. The range of woods which may thus be employed is large and may include the following as well as others which will occur to our readers: Antique oak, antique mahogany, ash, bird's-eye maple, black oak, butternut, California redwood, chestnut, cocobolo, ebony, figured mahogany, hazel, mahogany, maple, natural cherry, North Carolina pine, satinwood, stained cherry, stained hazel, sycamore, walnut, white enamel, white oak, white mahogany, whitewood.

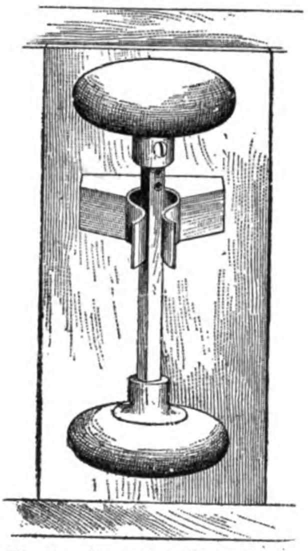


Fig. 6.—Sampling Door Knobs.

Many attractive combinations of wood and Lock furniture may in this way be made and purchasers thus be given the best opportunity of making judicious selection.

For those who do not require as many trays for sampling, or of as large size as contained in the counter, Fig. 8, a cabinet similar to the one shown in Fig. 9 may be found convenient. The cabinet has ten trays arranged in two tiers of five each. The cabinet is made of oak, standing 23 inches high, each side being 23 inches wide. The trays are 20½ inches long by 15 inches wide and the front or upright piece on which the drawer pull is fastened is 3½ inches high. A small plate is screwed on the front of each Tray bearing the number of the Lock sampled within.

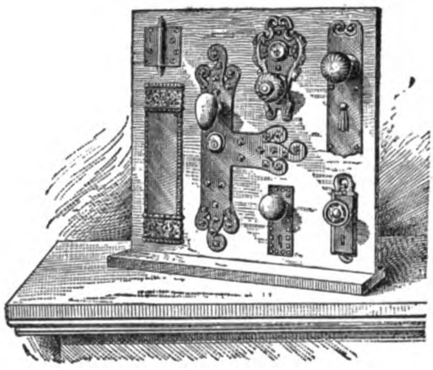


Fig. 7.—Sample Trays.

A similar plan, differing in some details, is shown in Fig. 10, which represents sample boards and drawers used in a system of sampling Builders' Fine Hardware. The lower of the two open drawers contains a large sample board on which is sampled a full line in one design and of one finish of Front and Vestibule Door Trimmings, including Knobs and Escutcheons, Butts, Push Button, Letter Box Plate, etc. The drawer above contains four smaller sample boards, showing four kinds of finishes on different woods of the same design as is sampled on the large board. Thus, if a large board shows a particular design in antique copper finish the small boards show the same design in gold finish on white, brass finish on oak, Bower-Barff on maple, etc. The object in view is to give the general effect of the large and small articles on the large boards, the different designs being sampled in various finishes. The large boards are first exhibited to a customer, from which he may select the design which best pleases him. It has been found, however,

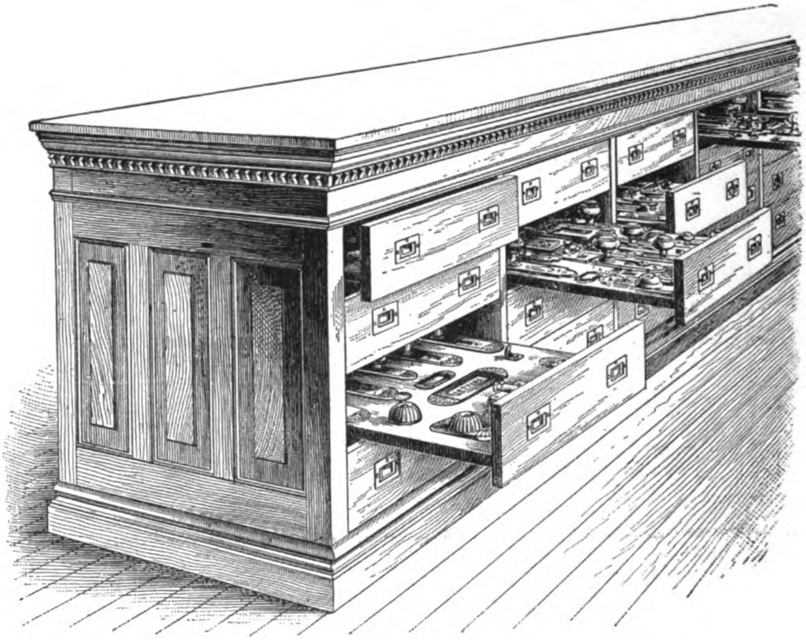


Fig. 8.—Sample Trays in Counter.

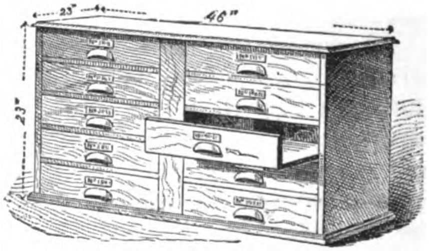


Fig. 9.—Sample Cabinet.

that if the finish of the design is not suitable for the wood work the statement that the design can be furnished in any finish desired does not satisfy. The customer usually wants to see the design and finish sampled on the kind of wood to be used. In such case a small board fulfilling these requirements is placed on a miniature easel on the top of the counter, separate from all others, so that it may be contemplated apart from the confusing influences of other samples. In this manner any number of finishes in the same or other designs may be viewed one at a time, or two may be compared with each other until a satisfactory decision is reached.

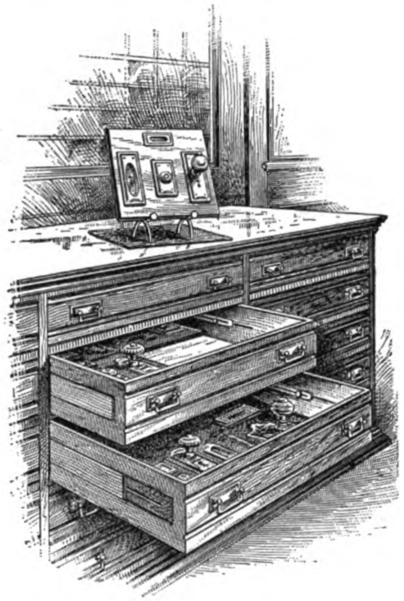


Fig. 10.—*Sample Boards and Drawers.*

A stand for sampling a Lock, Knob and Escutcheon in working order is shown in Fig. 11, which has some features not embodied in the one illustrated in Fig. 7 of this Chapter. As the stand is designed to be exhibited on highly polished counters, rubber knobs or feet are placed under the bottom to prevent the counter being marred. A metal plate on the top of the stand has stamped on it the numbers of the Lock, Knob and Escutcheon sampled.

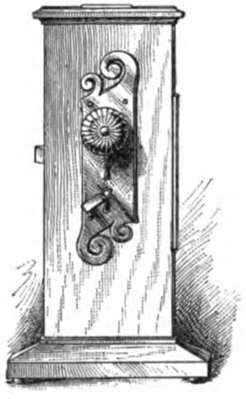


Fig. 11.—*Sample Stand.*

Door Locks of the finer grades may be effectively displayed in connection with sample boards about 7 x 18 inches, as illustrated in Fig. 12. The boards in which the Locks are mortised should be finely finished, and of the thickness of the doors for which the Locks are intended. At the back of the sample boards are screw eyes, which engage with screw hooks in the wall, allowing the sample to swing so that the trimmings may be seen on either side. This arrangement not only allows old samples to be replaced by new ones, but also to be readily taken down for closer inspection. The purchaser can see how the Lock appears on the door, how the Keys and Knob work, and has an excellent opportunity to compare patterns and to inspect the Roses, Knobs and Escutcheons comprising each set. A number of these samples also add largely to the appearance of the store.

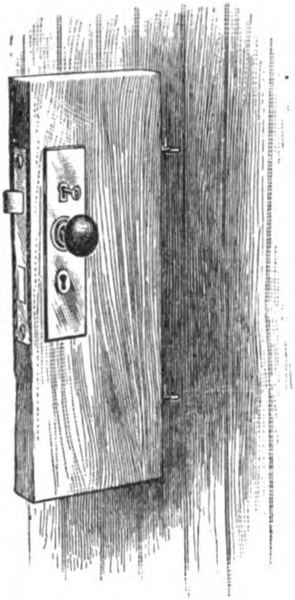


Fig. 12.—A Sample Door Lock.

It may be found convenient to display fine Hardware on boards about 8 x 11 inches in size, of different kinds of highly polished hard woods. Upon each board are sampled a few pieces of a related design and finish. The boards are placed upon racks, as shown in Fig. 13. The racks are so constructed that the leaves drop, to permit

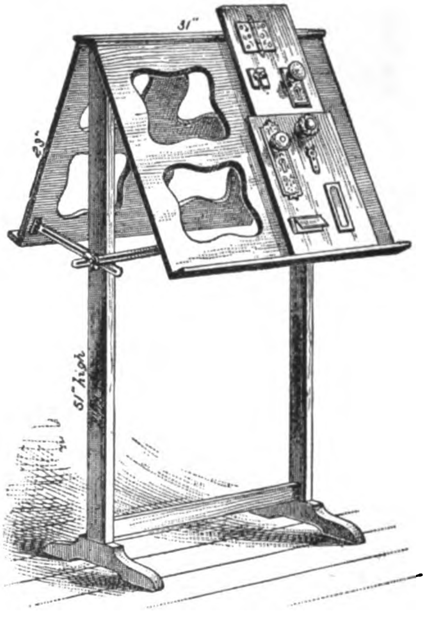


Fig. 13.—Easel Rack.

them to be set aside out of the way, occupying but little room when folded. The leaves or sides are hinged at the top, and are held in position by slotted brass slides such as are used on box lids. The racks may be mounted on casters. Several sizes of racks can be used ; some have a double rack on each leaf, made by fastening a strip across the middle, so as to hold several small-sized sample boards.

Wooden pyramids, as shown in Fig. 14, measuring at the base 24 inches, tapering to 22 inches at the top, and 40 inches high, are used for displaying Night Latches, Rim and Mortise Locks, Pad and Cabinet Locks, Door Bolts, Cupboard Turns and Catches, Sash Lifts, and in general all small trimmings. The pyramids are fixed upon the counters so as to be easily revolved, affording a large amount of surface on which to arrange samples, and giving buyers a good opportunity to see and examine the goods. In cases where it is desirable to show the reverse of articles, as with Latches, the side of the pyramid is pivoted vertically, thus permitting both sides of the board to be shown, and also giving double the space for display of goods. Numbers and prices of each article may be noted on cards near the various samples.

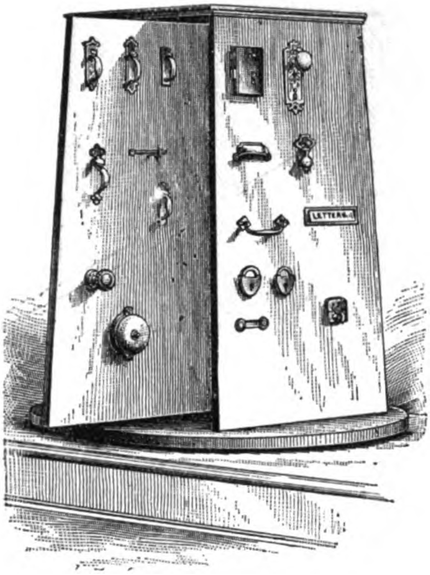


Fig. 14.—Pyramid Sample Boards.

For Door, Pad and Drawer Locks a stand as shown in Fig. 15 may be used, made of four pieces of wood set at right angles and revolving on a center pin. This arrangement gives eight sides for samples. Pad Locks are locked into screw eyes or hung on screw hooks, the other Locks being screwed in place, each having a tag or ticket with number and price.

The sample office of a large manufacturing house, which they use for displaying fine Builders' Hardware, is illustrated in Fig. 16. It is located near the front of their large sample and salesroom. A partial view of the interior is given, from which an idea of the entire arrangement may be obtained. The outside measurement of the office is about 14 x 25 feet, the structure being placed upon a platform which raises it 4 inches above the surrounding flooring. The office presents a handsome exterior and interior appearance. The outside wood work is of black walnut, corresponding with the wood work of the other sample cases, etc., while the interior is of quartered oak, also finely finished. The counters which extend along the sides of the office are 3 feet 6 inches high, 30 inches wide, and are surmounted by a handsome brass railing 18 inches high. Entrance is gained to the office through openings between the counters at the sides, midway from each end. The floor is provided with rugs, and in the center of the office is a large carved oak table with chairs for the accommodation of customers. The space under the side and front counters is devoted to panels or drawers 24 inches square, made without sides or backs, upon which goods are sampled. Curved brass braces are used to strengthen the front ends of the panels, and attached to the front of each panel on the outside at the four corners are brass knobs, by the aid of which the panels are drawn out, and upon which they rest when stood upon the counter. At the right hand side in Fig. 16 one of the upper panels is shown standing

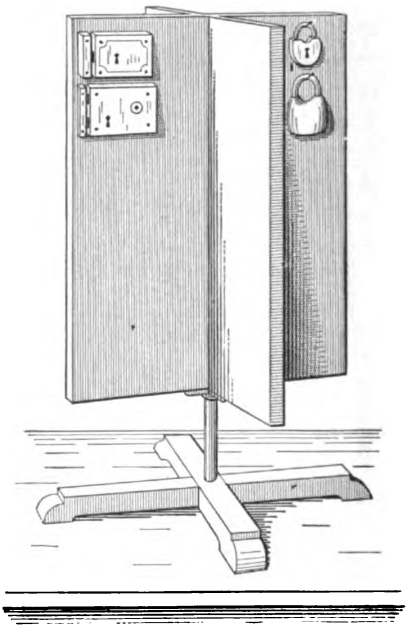


Fig. 15.—Sample Stand.

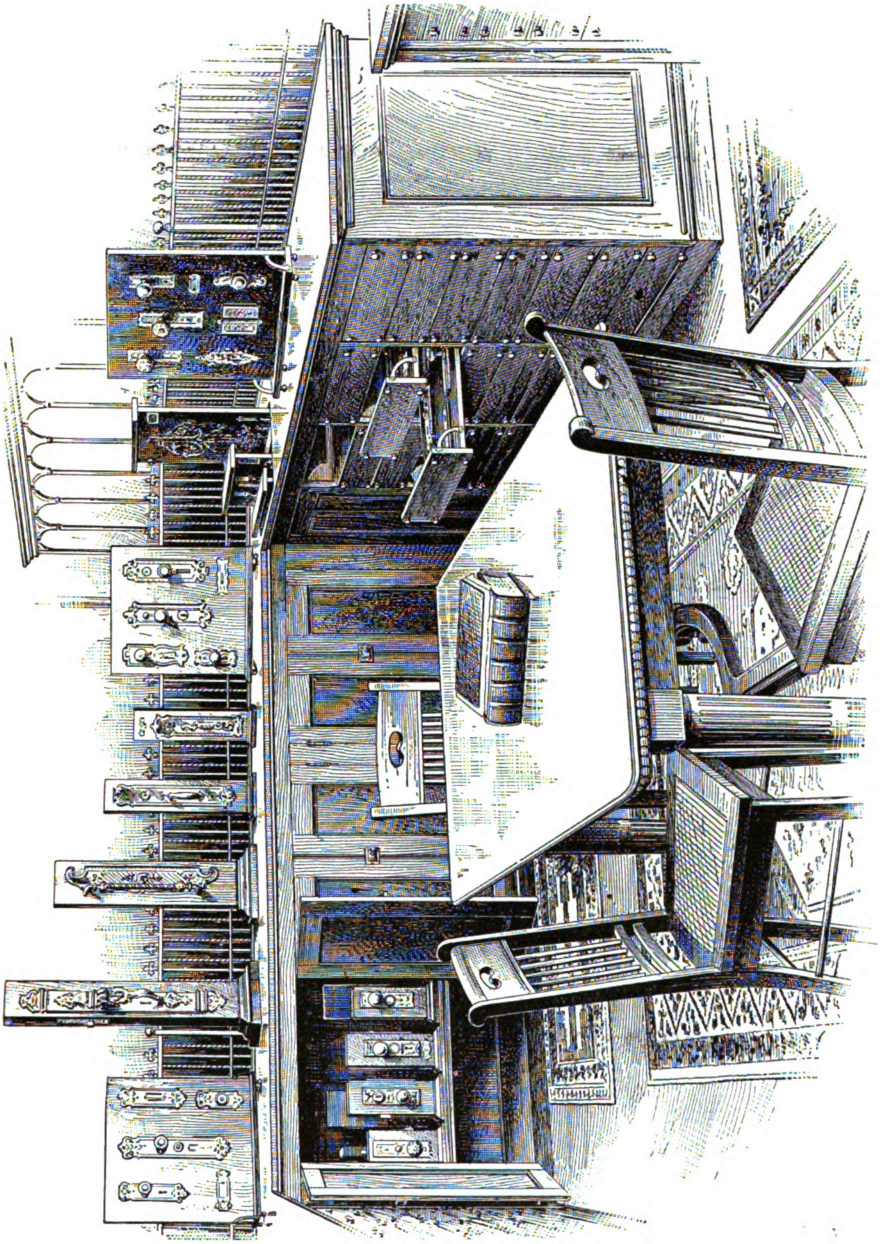
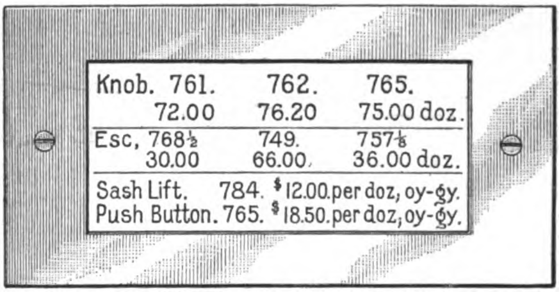


Fig. 16.—Sample Office.

on the counter, while two below are shown drawn out, indicating the manner in which they are used. There are eight panels or drawers in each tier, which allows one design of Knob, Escutcheon, Sash Lift, Butt, Push Button, etc., to be sampled in its different finishes upon the succeeding panels of each tier, each finish of the same design on a separate panel. For inspection and comparison by customers the panels stand upon the counter, as illustrated in Fig. 16, and are changed at the pleasure of the customer until a selection of design and finish is made. Inside, on the front of each panel, is a brass frame 2 x 4 inches in size, within which is a card bearing the numbers and list prices of the samples displayed on that particular panel, as shown in Fig. 17. The price card is so placed as to be in view on the face of the panel. The majority of the panels are of oak, but one tier displays samples on colored woods, including white, cherry, etc. Another tier has sectional panels, two small and one large, lying on the bottom of the drawer, each set of different kinds of wood, on which individual designs are sampled. The sectional panels may be lifted out to show the samples separately. The rear end of the office is entirely taken up with cupboards, where models of Store Door Handles and Locks with trimmings are kept when not exposed to view on the counter. The doors of one cupboard are shown open in Fig. 16. Between the cupboards and the panels in the side counters are spaces which would not admit of the same treat-



Knob. 761. 762. 765.
72.00 76.20 75.00 doz.
Esc, 768½ 749. 757⅛
30.00 66.00 36.00 doz.
Sash Lift. 784. $12.00. per doz, oy-ġy.
Push Button. 765. $18.50. per doz, oy-ġy.

Fig. 17.—Panel Price Card.

ment as the other portions of the counters. These spaces on each side, which otherwise would have been waste room, were utilized for hanging balanced panels, which slide perpendicularly, an enlarged view of which is given in Fig. 18. The panels are hung on weights at their lower ends so as to slide easily up and down in the manner of a window sash. At the top of each panel, of which there is a group of six on each side of the office, are attached end pieces forming a surface flush with the surrounding counter, in which are set flush lifts. The panels, which when drawn up expose a surface 22 x 24 inches, are used for sampling Push and Hinge Plates, etc. The glass top show-case, Fig. 19, takes the place of the counter, occupying the space from one entrance to the front on one side, 8 feet in length, and half the distance across the front of the office, 6½ feet in length. The case is 14 inches high and the same width as the counters throughout its entire length. Drop hinge doors

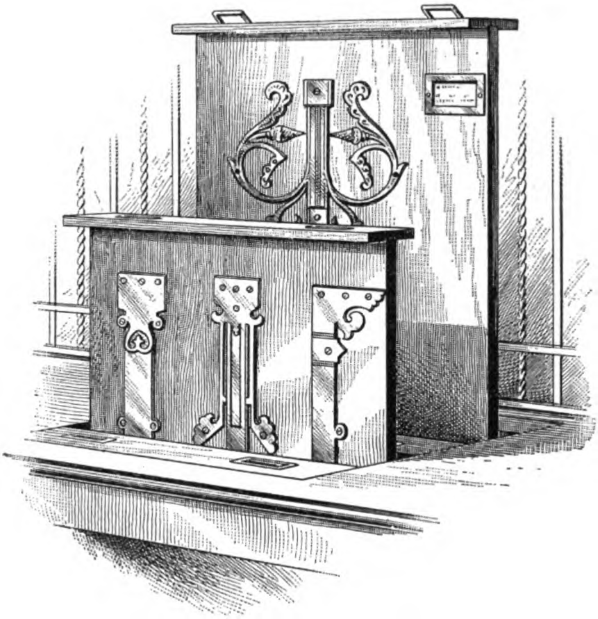


Fig. 18.—*Balanced Sample Panels.*

opening into the office are shown open in the illustration, giving a view of the interior of the case, which is lined with wine colored plush. A number of incandescent electric lights are attached to the back of the case near the glass, and are provided with combination shades and reflectors to cast the light down on the bottom of the case. The lights are controlled by buttons conveniently located, and when turned on a brilliant display of the samples is made. The goods are simply laid on the plush lining and consist of samples of specially designed goods which have been made to order. The entire arrangement of the sample room permits of sampling the goods to advantage and of making an effective display of them.

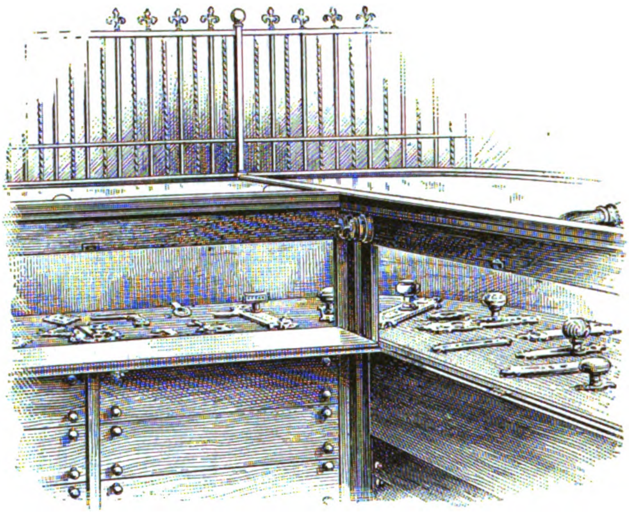


Fig. 19.—Showcase with Electric Light.

CHAPTER XXX.

Sandpaper.

Sandpaper is usually kept on shelves, which are arranged of suitable size and convenient distance apart. A rack for containing the Paper may, however, be used, of the following dimensions: 40 inches long, 17 inches high and 12 inches deep, which divided into eight sections will hold eight kinds of Sand or Emery Paper. To prevent customers from mixing the sizes the rack may be placed on the counter facing the shelving, making it necessary to go behind the counter to get at the goods. Sandpaper should not be kept overhead, as loose sand may get in the eyes when taking the Paper down.

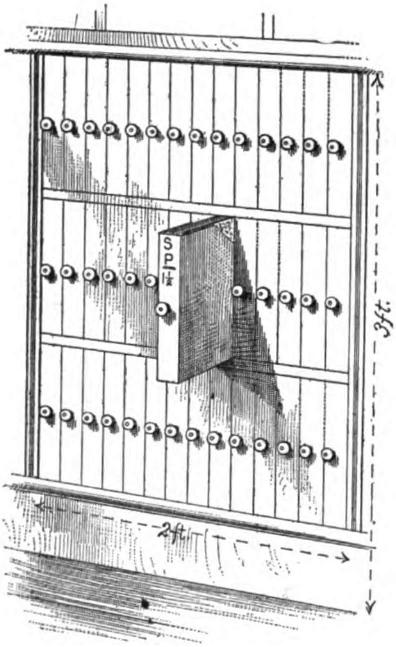


Fig. 1.—Sandpaper Rack.

A convenient arrangement for Sand and Emery Paper, occupying a space in the shelving or under the ledge of 2 x 3 feet, is represented in Fig. 1. It consists of a series of boxes, as shown in Fig. 2. The ends and bottoms of the boxes are of wood, the sides of tin, the latter cut out at the top for convenience in getting out the Sandpaper. On the front of each box the kind and number of the Paper is marked, as indicated in the box partially withdrawn from the wall.

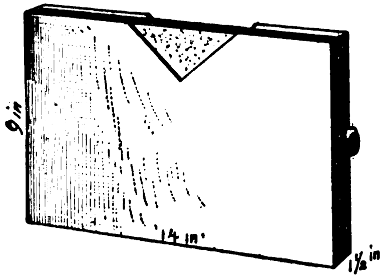


Fig. 2.—Sandpaper Box.

CHAPTER XXXI.

Screen Wire Cloth.

One of the recent developments of the trade has been in the direction of a largely increased sale of Screen Wire Cloth, which within a few years has become a staple article in almost every Hardware store. The position which it thus holds and the form in which it comes makes it desirable that the merchant should have a suitable method for retailing it so that in handling it shall not become bent out of shape or otherwise damaged. It is also desirable to have facilities by which it can be conveniently measured. In this connection it should be borne in mind by the merchant that it is important to have the Wire Cloth received in the store in good condition, and to this end it is better to have it properly boxed when shipped than to have the roll simply wrapped in paper, as is often done when purchased in comparatively small lots from jobbing houses, or even from the manufacturers. In the following pages description is given of many improved methods of handling this line of goods, and in addition to the devices shown some racks especially constructed for this purpose are regularly manufactured and put on the market. It will be

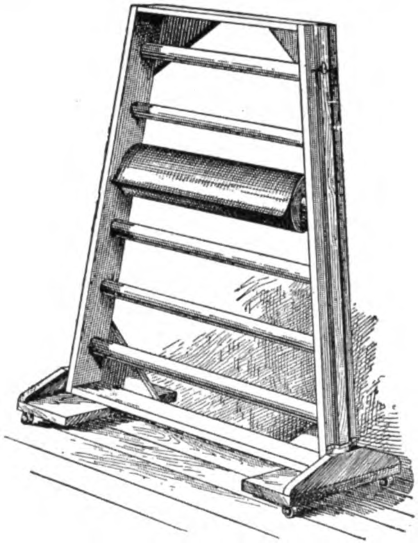


Fig. 1.—*Wire Cloth Rack.*

observed that in handling this line of goods the methods used naturally divide themselves into two classes, those in which each roll is taken out as needed, and those in which the rolls are placed on racks which permit the unwinding of as much of the Wire Cloth as is called for. The space in the store at the merchant's disposal for this line of goods and the quantity carried in stock will naturally have much to do with the style of appliance best suited to the individual requirements.

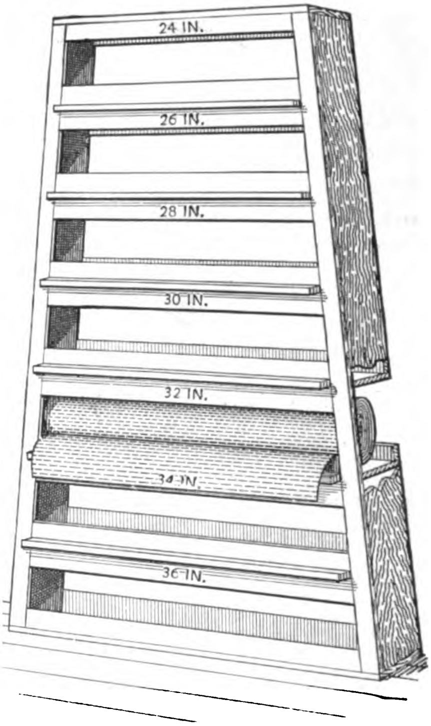


Fig. 2.—Wire Cloth Rack.

The rack shown in Fig. 1 is 4 feet high, 3½ feet wide at the bottom, and 2½ feet wide at the top, while the width of the end supports on the floor is 1½ feet. It is constructed so as to hold a full roll each of 26, 28, 30, 32, 34 and 36 inch Cloth, an assortment sufficient for the requirements of most retail stores. A strip is secured to the upright by a loop at the lower end and by a button at the top. To replace sizes of Cloth, which have been sold it is only necessary to remove the strip, when the rod can be pushed through sufficiently far to put on another roll. Casters are used in connection wit the bottom supports for convenience in moving.

On the stand illustrated in Fig. 2 no rollers are used. Shelves of the proper length to accommodate the various widths of Cloth are constructed between uprights, these being wider apart at the bottom than at the top. Narrow strips are secured above and below each shelf in front, and above the shelves at the rear, as indicated in the illustration. The roll of Wire Cloth is put in from the back, and is unrolled for retailing from the under side, at the front of the stand. The method can obviously be applied to a rack of any hight required, and truck casters may be placed under it, if it is desired to move it from place to place.

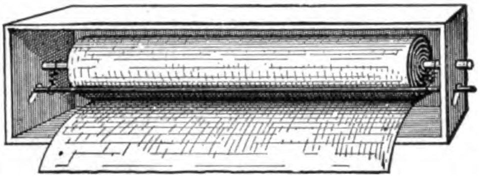


Fig. 3.—Wire Cloth Box.

Boxes from which Wire Cloth is retailed, as shown in Fig. 3, are placed in a tier, one above the other. To prevent the Cloth from unrolling or loosening when the original fastenings are broken, the Cloth is hung in the box by means of a stick passed through the center. The sides of the box are slotted and part of a fork handle is inserted as a bearing stick. This round stick bears up against the Cloth, being held snug by a spiral spring hooked over each end and extending to the axis of the roll. This arrangement overcomes the loosening of the roll and makes the Cloth much nicer to handle. The edge of the Cloth is kept true by cutting it along the edge of the box. The boxes may be used on a counter, or on the floor of the store or gallery. In front of the boxes a 3-foot measure may be made by driving brass

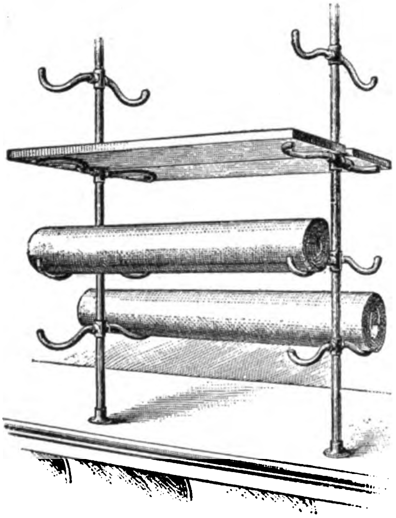


Fig. 4.—Gas Pipe Uprights.

headed tacks into the counter or floor, so that in cutting off the Cloth it is not necessary to use a pocket rule or yardstick.

The rack for Screen Wire Cloth shown in Figs. 4 and 5 is made of two gas pipe uprights placed about 18 or 20 inches apart. The uprights are formed of sections of gas pipe 1 foot long, which are screwed into double T-joints, so that arms of curved pipe can be attached. An enlarged view of the joints is shown in Fig. 5. The curved arms are used for holding rolls of Wire Cloth in the summer, as shown by the two lower sections in Fig. 4, and in other seasons the arms are turned so as to lie flat, thus forming supports for shelves, as shown by one of the upper sections in Fig. 4. The shelves are made of 1-inch boards 3 feet long and 11 inches wide, with slots sawed in the ends, so that they can be slipped into the space between the uprights. The manner in which the shelves are used in the winter is illustrated in Chapter, III, Fig. 22.

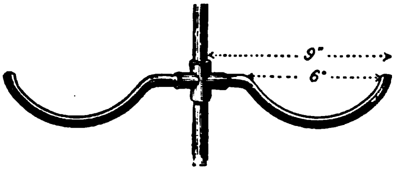


Fig. 5.—Arms of Curved Gas Pipe.

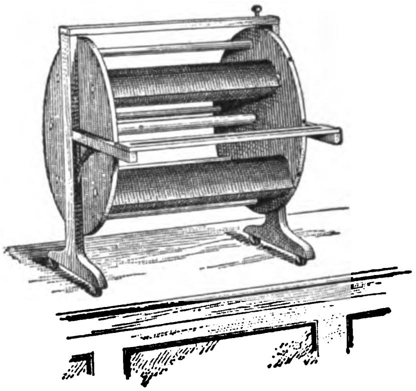


Fig. 6.—Revolving Wire Screen Reel.

The reel shown in Fig. 6 is provided with rollers, which may be pulled out at one end and stocked with Screen Wire. As illustrated, it is 26 inches in diameter and has eight spokes, but may be made to accommodate a larger or smaller stock. In the front of the reel attached to the frame is a slotted cutting board 3 inches wide, the use of which facilitates the cutting of the Screen. The reel is revolved until the required piece of Cloth is on a level with the cutting board, when by dropping the pin, shown at the top, into its proper hole the reel is secured in that position. The desired length of Wire Cloth is then rolled off, the cutting being accomplished by a knife used in connection with the slot in the cutting board. Rollers are placed under the reel, which permits its being moved from place to place.

A rack which is recommended by those who have used it as of geeat utility and economical of room is made of 1-inch gas pipe, outside measurement, one end of which is fastened to the counter, while the other end is fastened to the shelving or wall, as shown in Fig. 7. The upright support is 6 feet 10 inches in hight, and is provided with nine arms, upon which may be slipped rolls of Wire Cloth ranging in width from 20 to 36 inches. The arms are placed 7 inches apart and in such position as to allow of the Cloth being conveniently unrolled and measured upon the counter without the necessity of removing the Wire from the rack.

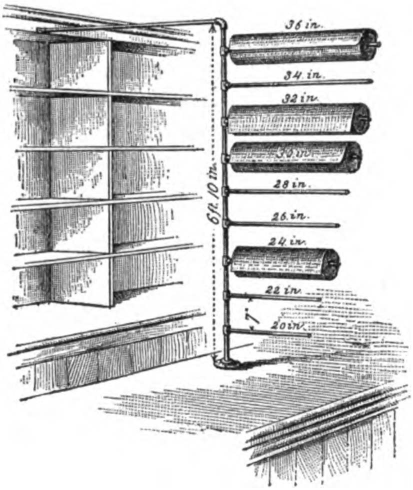

36 in.
34 in.
32 in.
30 in.
28 in.
26 in.
24 in.
22 in.
20 in.
6 ft. 10 in.

Fig. 7.—Rack for Wire Cloth.

In the rack shown in Fig. 8 provision is made for the narrower widths of Cloth between the standards fastened to the sides of the counter, above which the wider rolls are kept. The wooden rods upon which the Wire Cloth is placed are 1½ inches in diameter, and are held in place by tin caps fastened by a screw at each end. By taking out one of the screws a rod may be removed and a full roll of Cloth put in place. The lower section of the rack accommodates rolls of Cloth 24, 26 and 28 inches in width, while the upper part holds Cloth 30, 32, 34 and 36 inches wide. The Cloth is unrolled and measured upon the counter.

A Wire Cloth rack for the counter may be made as shown in Figs. 9 and 10. It consists of a row of boxes, each of which is 6 inches square and made of ½-inch stuff, with double ends. The inside piece of each end is made of 1-inch stuff and the outside end of ½-inch material, each box being made 4 inches longer than the width of the Cloth. The boxes, the bottoms and tops of which are left open, stand on end along the rear side of the counter, and are hinged so as to drop across the counter when measuring off Cloth. A rod is put through the blocks usually found inside the roll, each end of the rod resting in a slot cut in the inside piece of the end of the box, the slot being 2 inches deep from the top edge when lying down on the counter, as shown in Fig. 9. The block sawed out in making the slot is replaced and fastened with a turn button. To keep the block from slipping down on the roll when standing upright a 3-inch circular piece of tin is nailed to the end of the block. A price card is kept on each box, giving cost and selling price per square and lineal foot, so that no figuring is necessary. Besides the more obvious advantages possessed by this method it will be observed that a convenient straight-edge for use in cutting is furnished by the edge of the box.

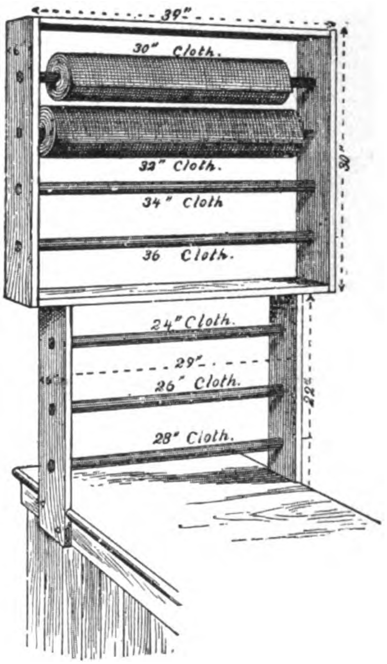


Fig. 8.—*Rack for Screen Wire Cloth.*

The rack an illustration of which is given in Fig. 11 can be made with little trouble and at little expense. Each end piece is made of a 2 x 6 inch dressed pine board, the two being joined together with a 2 x 6 inch board, making the frame 36 inches wide and providing room for five widths of Cloth. The

Cloth is slipped on curtain rollers, which are inserted through holes in each end of the frame. One end of the roller is squared so as to fit an ordinary grindstone crank. The other end of the roller has a gain or crease cut around it, and a piece of No. 8 wire is slipped through the upright at the edge of the hole into the gain to prevent the rod from working out while unwinding the Cloth. Slots are cut at an angle in the uprights, in which are placed rollers of the same description as those above referred to. Into each end of these rollers is put a round head blued screw, while a square screw hook is fastened into the upright just back of the roller holding the wire. To each screw is attached a coiled brass spring and the opposite end is passed over the screw hook. The front roller and springs give sufficient tension to hold the wire taut while the Cloth is being unwound. The rack shown accommodates six rolls of Cloth, but can be made to hold more or less, as desired.

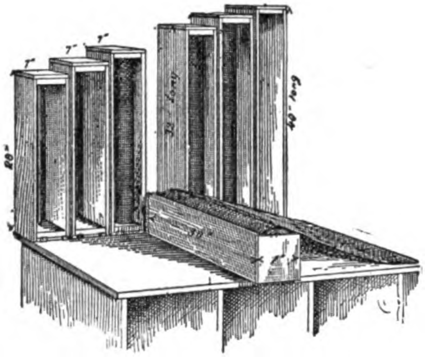


Fig. 9.—Wire Cloth Rack.

Another form of rack to set on the counter is shown in Fig. 12, requiring a space 26 x 41 inches. On each side of the upright iron rods with gas pipe on the rods as rollers are run through heavy screw eyes. This rack can be made of any size desired to accommodate the stock.

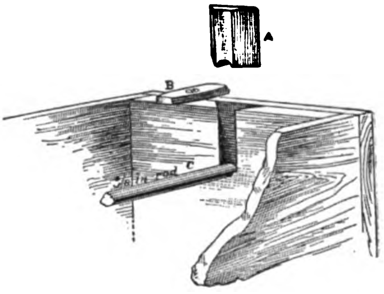


Fig. 10.—Detail of Box for Wire Cloth.

A Screen Wire rack may be constructed as shown in Fig. 13, from material obtained from window glass boxes, which is usually considered as worth little or nothing; so that the entire cost will consist of the nails and brackets and the time expended in its construction. At the bottom of the rack between the uprights are two shelves which may be utilized for odd lengths of wire, or for other articles requiring but little room. The width of the roll of Wire is marked on the front of each shelf.

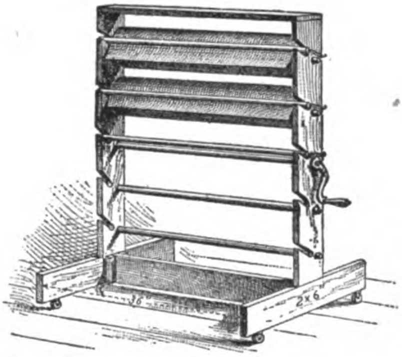


Fig. 11.—*Wire Cloth Rack With Crank.*

The rack illustrated in Fig. 14 is made of 2 x 4 inch stuff, tapering toward the top, measuring 26 inches at the top and about 40 inches at the bottom. For the rollers that hold the Cloth holes are bored partly through the upright on one side, and on the other upright slots are cut, so that when the roller is inserted on one side the other end slips in the slot and is thus held in place when the Cloth is unwound. The merits of this rack are its cheapness, the little room occupied and its convenience.

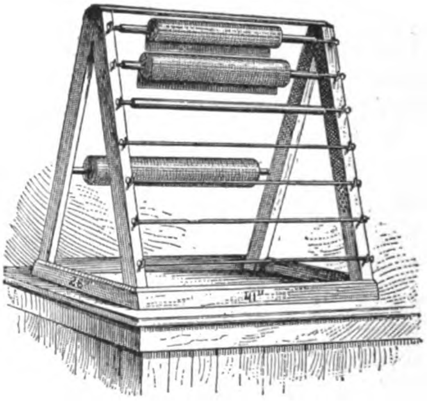


Fig. 12.—*Counter Wire Cloth Rack.*

The rack illustrated in Fig. 15 is designed for keeping the stock of Wire Cloth and holds 63 rolls. This embraces a good assortment of widths and colors up to 3 feet. The rack stands on the floor and extends to the hight of 6 feet 1 inch. It is constructed of white pine, the horizontal pieces being inch boards, and the uprights ¾-inch boards. The pigeonholes are 7 inches square in the clear, which has been found to be about the right size to accommodate the goods. The shelf above each roll is lettered, giving the width and color, as, for instance, "24, Drab." A salesman is thus able to lay his hand at once on a desired roll. The rack is open front and back, so that it can be used from either side.

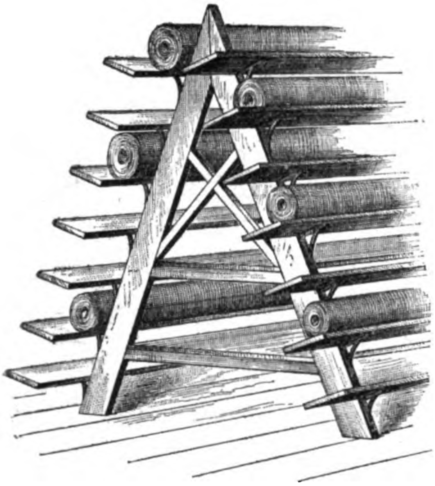


Fig. 13.—*Screen Wire Rack.*

A rack for Screen Wire Cloth, as shown in Fig. 16, may be made of 1¼-inch stuff and 9½ inches in extreme width. As illustrated, it is 9½ feet high, covering a space at the base 29 x 36 inches; the top being 17 inches square. The circles cut for the rolls to rest in are 6 inches in diameter, the mouth flaring to 7 inches to permit the Cloth to be taken out easily. The circles are cut in deep, leaving 2½ inches of thickness at the back of the board, which allows sufficient strength to support the weight of the Cloth. The rack is braced by a cross piece, as indicated in the cut, reinforced by hooks. Hinges are placed immediately below the cross piece, which allows the rack to be folded flat for storing at the end of the season in a small compass. The rack holds 20 rolls

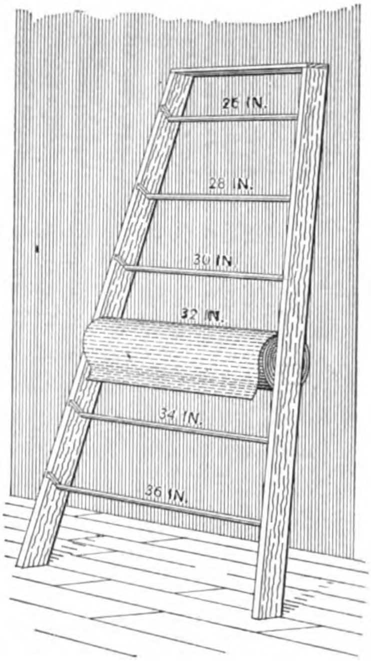

26 IN.
28 IN.
30 IN.
32 IN.
34 IN.
36 IN.

Fig. 14.—*Rack for Wire Cloth.*

of Cloth, from 20 to 40 inches, or wider, or a full assortment of sizes and colors for an ordinary store. On the frame, near each roll, the width and price of the Cloth is marked.

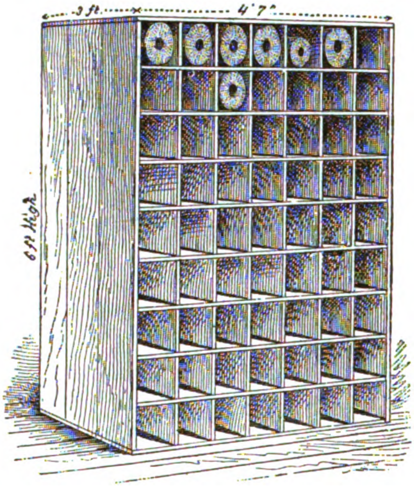


Fig. 15.—*Wire Cloth Case.*

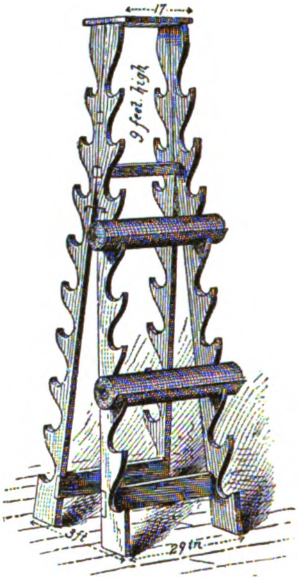


Fig. 16.—*Wire Cloth Rack.*

CHAPTER XXXII.

Wire.

Whether the retailing of Wire in small quantities results in a profit or a loss will depend largely on the manner in which the stock is kept and the facilities for cutting it. It is scarcely necessary to say that Wire should be kept in a condition that allows it to be measured off quickly and the proper tools should always be at hand for cutting it off.

For keeping coils from which Wire is retailed a counter arranged as in Fig. 1 is found desirable. Partitions of inch boards are put in, resulting in openings 26 inches high by 5 inches wide, these dimensions having been found most suitable for the usual Wire Coils. An inch strip extends along the floor at the bottom of the divisions to prevent the Wire from rolling out, and the apartments are open at both ends, allowing access from either side of the counter. The numbers of the different sizes of Wire can be painted over the apartments. This arrangement will be found preferable to hanging the coils up, and can be used in the tin shop with excellent results, the space under a bench being utilized for this purpose.

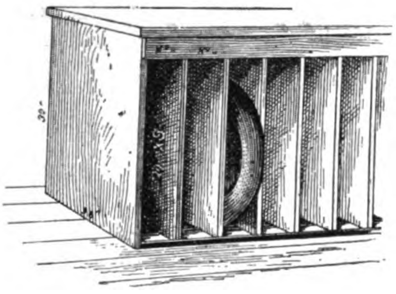


Fig. 1.—Wire Counter.

For plain Fence Wire, bins constructed similar to those shown in Fig. 1, but larger, have been found a convenient method for keeping this kind of Wire. Bins are made 36 inches wide, 32 inches high and 34 inches deep, which will hold from 600 to 800 pounds of Wire each.

When it is necessary to sell part of a coil one plan is to lay a bundle of Wire flat on the floor with the cut end up and take off ring by ring until enough has been uncoiled. As Wire is not wound regularly, as rope, for instance, it is not feasible to unwind it either from the outside or the inside of the coil.

Considerable difficulty is sometimes experienced in stacking plain Fence Wire so that it will not tip over. In Fig. 2 a method is shown by which this may be accomplished and each size of Wire kept separate. The bundles are placed alternately on opposite sides of an upright stick, on the top of which the number of the gauge is marked. The stick may be about 5 feet long for accommodating 20 bundles and need not be fastened to the floor or to a base of any kind, as three or four bundles will be sufficient to steady it. With Wire stacked in this manner the number of bundles in stock of each size can be seen at a glance.

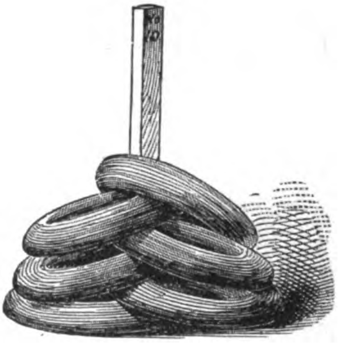


Fig. 2.—Method of Stacking Wire.

An annoyance to which the Hardware merchant is often subjected is being obliged to sell Barb Wire in less quantity than the original bundle. This, however, is sometimes necessary to accommodate a customer who needs but a small quantity for some particular place. One of the most convenient methods for taking off Wire is to hang a full and empty spool on Axles a short distance apart and reel from the full to the empty spool until a sufficient amount has been run off.

The rack shown in Fig. 3, which has place in the shelving in whatever part of the store is most desirable, has been found convenient. Three sets of bins of various hights and widths, and three drawers, will accommodate a varied stock. All openings should be marked with the size of the Wire each opening is designed to contain. On the top row there may be 35 bins, each 12 inches high and 3 inches wide, for Copper Wire from 16 to 23 gauge, Annealed Iron Wire from 18 to 24, Tinned

Iron Wire from 18 to 21 and Brass Wire from 20 to 22 gauge. The second row from the top may contain the same number of

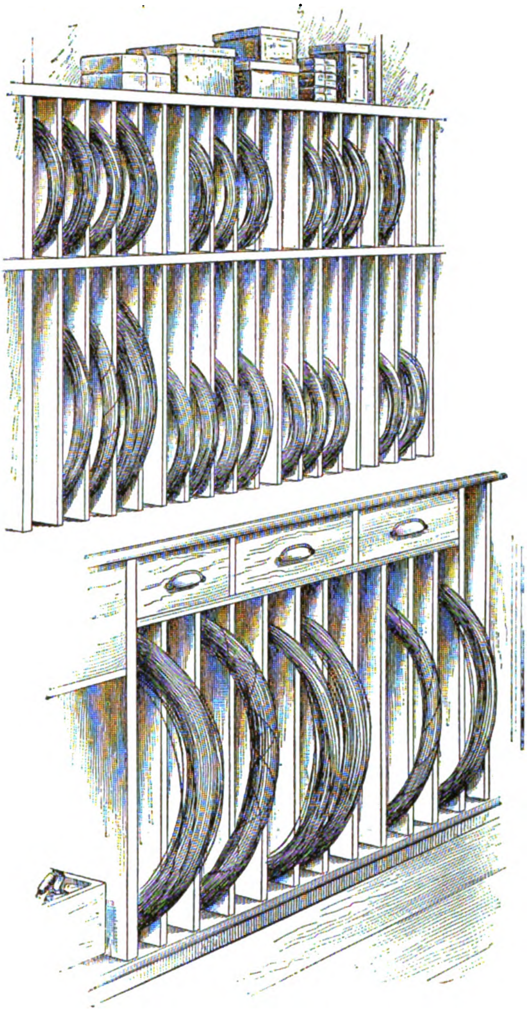


Fig. 3.—A Retail Wire Rack.

bins as the row above, of the same width, but 20 inches in hight. These may be devoted to Copper Wire from 2 to 12 gauge and Brass Wire from 1 to 19 gauge. The lower bins may each be 4½ x 32 inches in size, except where the drawers reduce the hight 5 inches. These 23 bins provide places for Tinned and Coppered Wire from 9 to 11 gauge, and Black Iron Wire from 1 to 16 gauge. The drawers are suitable for Iron and Copper Wire on spools, also for short remnants of Wire that have been cut from the coils.

In Chapter XXXVI, Fig. 8, the upper portion of the rack is devoted to the retail stock of Iron, Steel, Brass and Copper Wire in coils. This brings together in one place the entire stock of Wire, easy of access and satisfactorily displayed.

An arrangement for winding Copper Wire when bought in the coil is shown in Fig. 4. The board is about 15 inches long by 8½ inches wide, and has the number of the Wire distinctly marked on the handle. The Wire is wound on the board as soon as it comes into the store, thus preventing it from becoming kinky or tangled in retailing it.

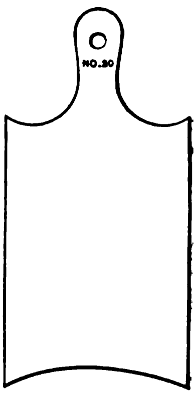


Fig. 4.—Copper Wire Board.

It is the custom with some merchants to divide 63 pound bundles of Coppered and Black Wire into smaller bundles of about 20 pounds each, when it is received. The bundles are hung against the wall on hooks, and allow of handling the Wire without trouble, avoiding tangles and consuming but little time when selling to retail customers.

Smaller sizes like Nos. 17, 18, 19 and 20 are received in stones and may be separated into 4 or 5 pound coils. Still smaller sizes of Wire is most conveniently sold on the various sized spools, refusing to sell a smaller quantity. The finer Wires which are put on the market already spooled are in a convenient and attractive form.

CHAPTER XXXIII.

Files.

As staple goods of regular and frequent sale, Files should be given an accessible place in the store, with provision for carrying the stock in some convenient arrangement. Several methods of doing this are described in this chapter. A suitable display of samples is desirable, although not as necessary as in the case of other goods.

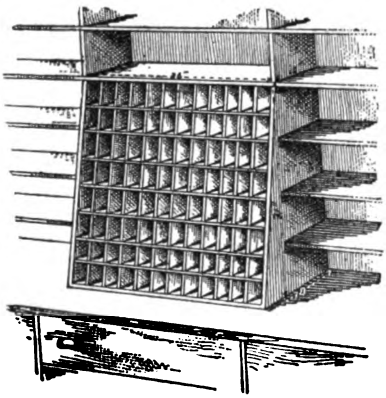


Fig. 1.—*File Case.*

The form of File case shown in Fig. 1 is the one which probably is in use throughout the country more than any other but because of its utility and adaptation to almost any store it is entitled to representation here. It is built into the shelving, the size and number of compartments depending entirely on the assortment carried. The cross pieces or shelves are ⅞ inch thick, and the upright partitions are ½ inch or ⅜ inch thick. It is deeper at the bottom than at the top, and each shelf should be deep enough to allow the ends of the longest Files kept on that shelf to come flush with the face of the case, and not protrude beyond it. Should a 16-inch flat Bastard or Horse Rasp be the longest size carried, the bottom shelf should be 16 inches deep. If 12 or 14 inch Files of any style be kept on the same shelf, paper or wood could be put in the back end of the compartments to bring the Files out flush. The same rule would apply to any of the other shelves.

Hardware dealers are familiar with the difficulty, not to say danger, involved in handling this line of goods. Not infre-

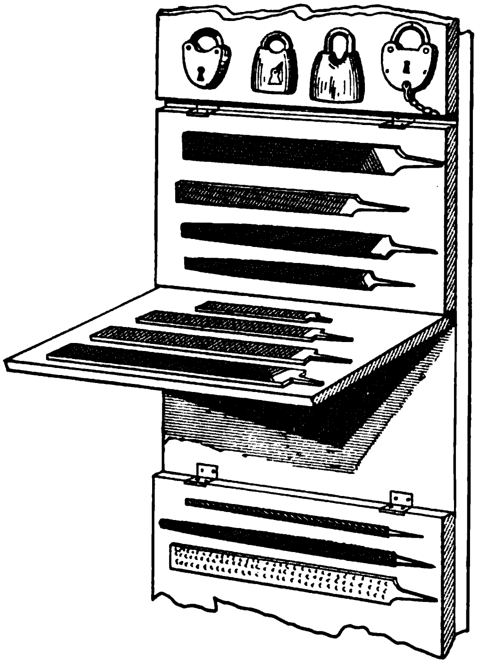


Fig. 2.—*Samples of Files.*

quently serious injury is inflicted by the sharp tang of a File, which easily pierces the stoutest paper. The difficulty is obviated to a considerable extent in the arrangement shown in Figs. 2 and 3. Files are sampled on display boards, Fig. 2, on which the different sizes and styles are shown, the Files for sale being kept in the File rack represented in Fig. 3. This rack consists of a sufficient number of pigeonholes to accommodate the various styles and sizes of Files, which are placed in strong paper boxes lined with black canton flannel, the form of the box being indicated in Fig. 3, which represents one of the boxes drawn out. When the hinged cover which shuts over the front part of the box is raised, as shown in the cut, it permits the front of the box to fall open so that the Files can be removed without pulling the box more than a few inches out of its pigeonhole.

A combination of the File case, Fig. 1, with sample boards similar to those shown in Fig. 2, hinged to the horizontal pieces as covers, may be found advantageous. The sample boards should be of a width corresponding to the hight of two rows of compartments, which would be equivalent to the space between the shelves on each side of the case. The horizontal and upright pieces of the case should be set far

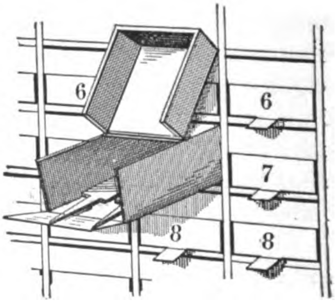


Fig. 3.—*File Boxes.*

enough back to allow the sample covers to come flush with the side pieces of the case. The sample covers are hinged at the bottom so as to drop down, and they stay in place when closed without any fastening, owing to the slant of the face of the case. Samples of the Files contained in the two rows of compartments covered by each board are fastened upon the outside of each cover. This arrangement keeps the stock of Files free from dust, and also provides a space for sampling without taking other valuable room.

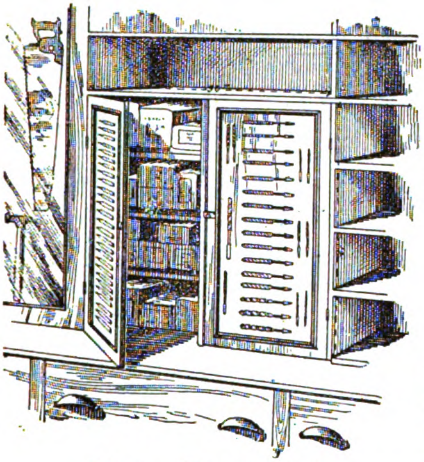


Fig. 4.—File and Bit Case.

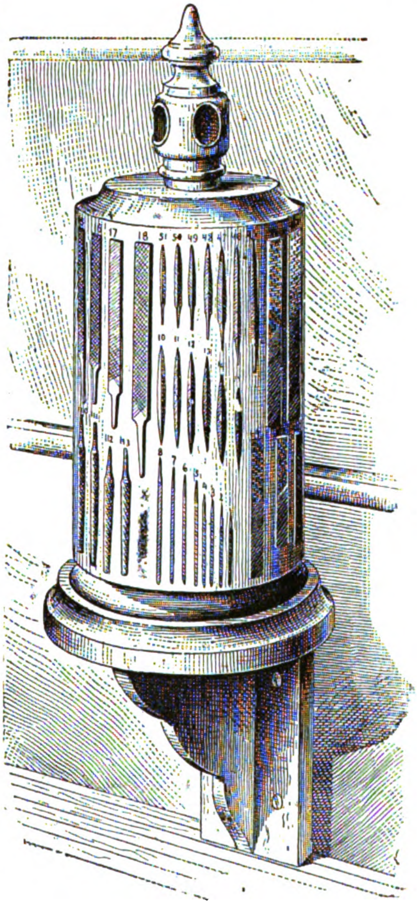


Fig. 5.—File Stand.

Spool cases are sometimes used by Hardware merchants to retail Files from. The original lettering on the drawers is painted over and the drawers are lettered anew according to the variety of Files each is to contain: namely, Taper Files, Mill Files, Flat Bastard, Round Bastard, Square Files, Rasps, etc.

An arrangement is shown in Fig. 4 which is designed to accommodate both Files and

Auger Bits. It is in the form of a cupboard in the shelving, about 30 inches wide and 28 inches high, having swinging doors, with Files sampled on one door and Auger Bits on the other. The goods may in this manner be kept in the original packages, if desired, without giving an untidy appearance to the shelves.

Another arrangement for Files is a case of drawers built to fit into the shelving. Such a case can be advantageously made 30 inches long, 20 inches high and 20 inches deep, with ten drawers divided into three sections, and will hold 30 kinds of Files. The drawers should be lettered to designate the style and size of the Files in each drawer.

On the File stand shown in Fig. 5 are sampled 50 Files of different sizes and styles, over each of which is a number, and in the shelves a space for each of the 50 kinds, which is designated by a corresponding number. The price and description of each File are upon a price-card hung near the stand, and also numbered. The sampling of Files is a desirable arrangement, as customers are frequently unable to name the File they are looking for, but when they see it sampled they can make their own selection, and the salesman can take the corresponding File from the pigeonhole, ascertaining the price from the list.

CHAPTER XXXIV.

Horseshoes.

It is important in arranging Horseshoes to keep the various sizes of fore and hind Shoes separate, in convenient form, and in a location where they are easily accessible. From the illustrations and descriptions given in the following pages it will be seen that a favorite method of keeping these goods is to have them on racks which carry a complete assortment of the kinds and sizes kept in stock; the assortment being renewed from day to day by replacing the Shoes which have been sold. The original stock from which the supply for the racks is drawn, whether in kegs, bins or boxes, should be kept well assorted as to sizes and kinds, and the receptacles plainly marked, indicating their contents. This will facilitate the finding of the sizes and kinds required for the rack or for customers, and will make it an easy matter to determine what kinds and sizes should from time to time be ordered. Mixed kegs should be sorted on receipt.

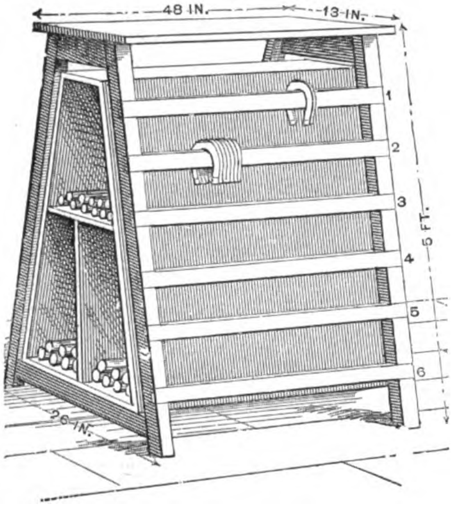


Fig. 1.—Horseshoe Rack.

The Horseshoe rack illustrated in Fig. 1 is 5 feet high, with a top 13 x 48 inches in size, and cross bars on both sides of the rack for hanging Shoes. The bars have ⅞-inch hoop iron on the top to protect the wood, each bar having a capacity of a keg of Shoes. On one side of the rack are hung hind, and on the other side fore Shoes. The space inside the rack is filled by a box, with three divisions, for Pick, Stone, Axe and other Handles. Horse Nails are kept in boxes on top of the rack.

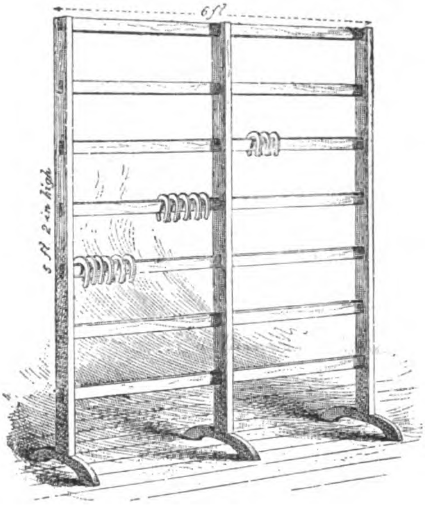


Fig. 2.—Horseshoe Rack.

Another form of rack for Horseshoes is shown in Fig. 2. It is 5 feet 2 inches high and 6 feet wide. It provides room for the various sizes, with fore and hind Shoes on each side of the center standard.

The counter illustrated in Fig. 3 was designed for Horseshoes, Malleables, Axles, Wagon and Neck Yoke Irons, etc. The compartments in front are 30 inches deep and are used for Axles, Drive Well Points, Axe and Pick Handles, etc., while the rear is divided into smaller compartments 14 inches deep for Malleables.

A rack for Horseshoes, as shown in Fig. 4, is made of two uprights 6 feet long, 2 or 2½ feet apart, and connected by ⅝ or ¾ inch round iron running through the uprights, like a ladder. The rounds are put close enough together to accommodate the assortment of sizes carried in stock, the front Shoes occupying the first rounds from the top down, and the hind Shoes following in numerical order, giving one round for each size, as indicated in the cut. The rack may stand against the wall, and takes but little room.

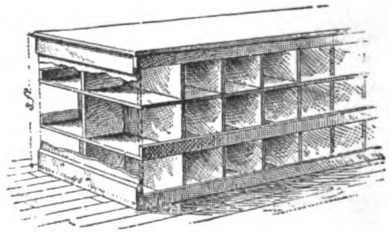


Fig. 3.—Counter for Horseshoes, Etc.

The Horseshoe rack under the counter, represented in Fig. 5, is made of 1 x 3 inch strips placed upright and flush with the inside face of the counter, with corresponding strips at the back of the counter. Through holes in the uprights round pieces of wood or iron are inserted, upon which the Shoes are hung.

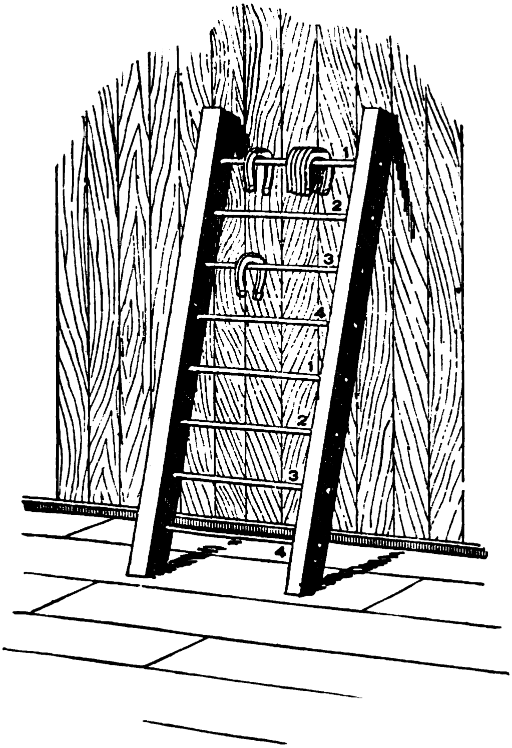


Fig. 4.—Leaning Horseshoe Rack.

The uprights are placed at different distances apart, so as to permit of easy access to the Shoes; the distance between the first and second uprights from the left being 7½ inches, and between the second and third 2½ inches. The front uprights are marked with the kind and number of Shoes.

A combination arrangement for Nails and Horseshoes is represented in Chapter XIV, Fig. 3, and a method of arranging

Horseshoes on arms attached to a rack for Steel Goods and Shovels is illustrated in Chapter XVII, Fig. 10.

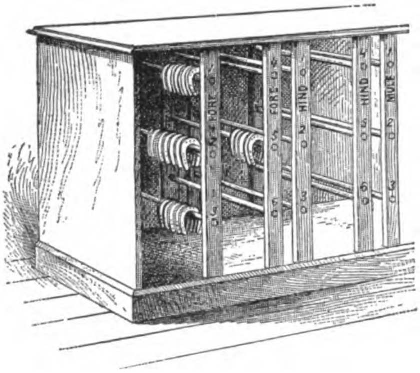


Fig. 5.—Horseshoe Rack in Counter.

A plan for keeping Shoes and utilizing room which is not valuable for other purposes is to suspend an iron rod just under the top of a counter by screw hooks, the length of the rod being in proportion to the variety of stock carried. The sizes and kinds are to be plainly marked above each kind.

A rack for holding Horseshoes for retailing from may be made of gas pipe and fittings, as illustrated in Fig. 6. Placed before the counter it occupies but little valuable room, and is in a convenient location. It also permits blacksmiths to select such Shoes as they want and lay them on the

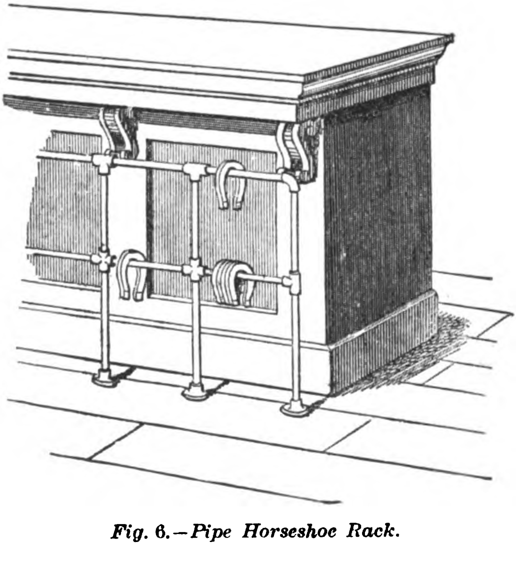


Fig. 6.—Pipe Horseshoe Rack.

scale for weighing, without necessitating the services of a salesman. The rack shown has spaces for six sizes of both front and hind Horseshoes, and four sizes of Mule Shoes. It occupies a space of 14 feet, and stands 2 feet high. Each division will hold 50 pounds of Shoes.

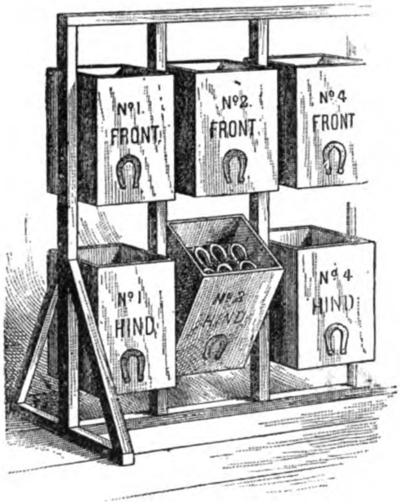


Fig. 7.—Horseshoe Rack.

A somewhat novel arrangement is illustrated in Figs. 7 and 8. The rack consists of an arrangement of boxes, 12 x 12, 18 inches deep, suspended in a frame, as shown in Fig. 7. The construction of the boxes is shown in Fig. 8. In the sides of each box are bored ¾-inch holes, a little above the center, with wrought iron washers, screwed against the sides to serve as bearings. A corresponding hole is bored in the uprights. A machine bolt is used as an axle. Each box will hold about 125 pounds of Shoes. By tilting the boxes it is easy to get at Shoes for customers and also to replenish the boxes from stock. A sample of the Shoes kept in each box is fastened to the outside, with a printed designation of the kind and size. The extreme hight of the frame shown is 4 feet 2 inches, and it may be made of sufficient length to accommodate any required number of boxes.

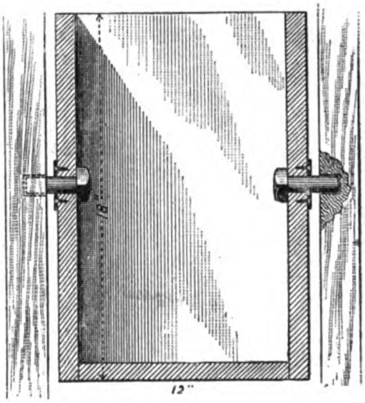


Fig. 8.—Size and Construction of Boxes.

CHAPTER XXXV.

Chain.

Chain when carried in considerable quantities is generally accommodated in the wareroom, iron house or other place where iron and heavy goods are kept. It is, however, often desirable to have the stock or part of it in the store. It is not infrequently kept in the original casks, but is more convenient in bins or on reels, methods which are illustrated in the following pages.

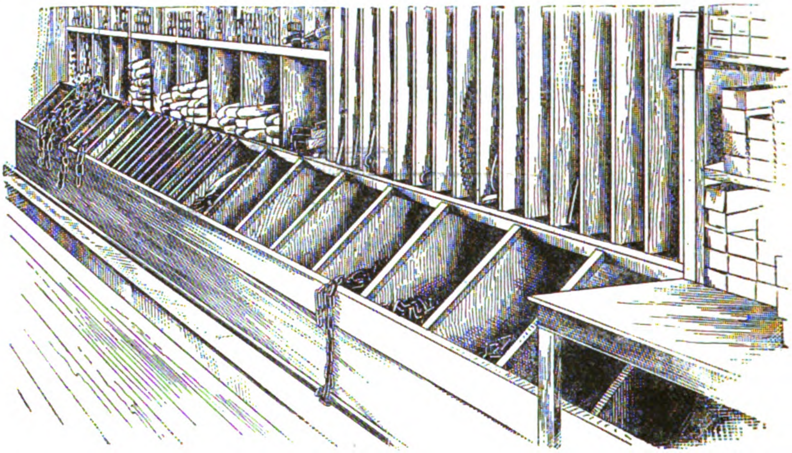


Fig. 1.—*Bins for Chains, Etc.*

The larger bins illustrated in Fig. 1 are designed for holding Coil Chain, and are made to accommodate a cask each. The smaller bins to the left are for Trace, Wagon and Fancy Chains, such as Stay, Lock, Tongue, etc. Above the larger bins are partitions, between which Cross Cut Saws are stood. In the shelves adjoining are Saw Handles of different kinds.

A rack for holding a variety of Sash and other Chain, as well as the smaller sizes of Coil Chain, is shown in Fig 2. It is placed, it will be observed, above bins and is alike on both sides. The bins are adapted to hold the larger sizes of Coil Chain, and also other Chains which cannot so conveniently be sold from the reels. The rack is made with wooden posts which have ½-inch iron rods reaching from post to post, on which wooden spools revolve. The upper row of rods rest in open slots cut in the posts, and can be easily lifted out if necessary. For the other rods, deep holes are bored in the left hand posts, which permits the rod when thrust all the way into it to clear the other post when putting them in or taking them out.

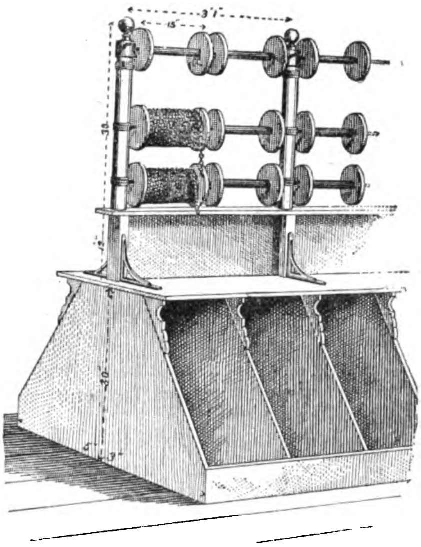


Fig. 2.—Chain Reels.

CHAPTER XXXVI.

Belting.

Most Hardware merchants sell Belting to a greater or less extent, and in some stores where there is a good deal of machinists' trade, or where manufacturers' supplies are a leading line, this is an important branch of the business. Whether the stock carried be large or small it is well to have suitable arrangements for keeping it, inasmuch as it is otherwise inconvenient to handle. The rolls, whether of Leather or Rubber Belting, when laid on the floor or placed on the counter or shelving without some special contrivance for their accommodation are troublesome to sell from and do not look business like. One of the difficulties connected with the handling of these goods is their comparative bulkiness and the large number of sizes included in a full line. They are goods, however, that need little or no display, as customers usually know what they want, and the exhibition of attractive samples would be the means of effecting but few sales.

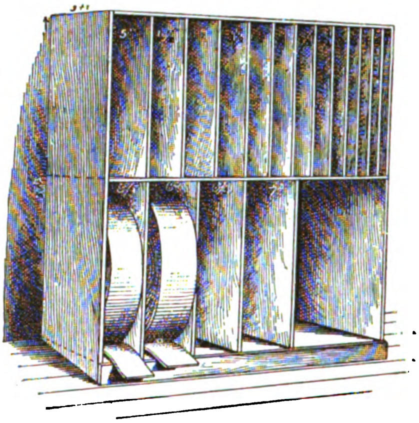


Fig. 1.—*Belting Rack.*

To avoid the necessity of using a yardstick, tape line or 2 foot rule in measuring Belting permanent measures are often designated on the floor. For this purpose stenciled brass pieces cut triangular in shape, may be used. These may appropriately be 3 inches on each side, set flush in the floor, 1 foot apart, and about 1-16 inch deep. Such a measure does not stretch, is always there and may also be used for measuring Rope, Screen Wire, etc.

The rack shown in Fig. 1 is 4 feet 8 inches long and 5 feet 1 inch high. Each space is made to hold a 250-foot roll, with the exception of the larger sizes—viz., from 5 inches up. The depth of the rack is 2 feet, and it is so constructed that the bottoms of the different apartments slope back about an inch to the foot. Iron rods may be run across the front about 6 inches above the level on which the Belting rests to prevent it from rolling out when being measured off.

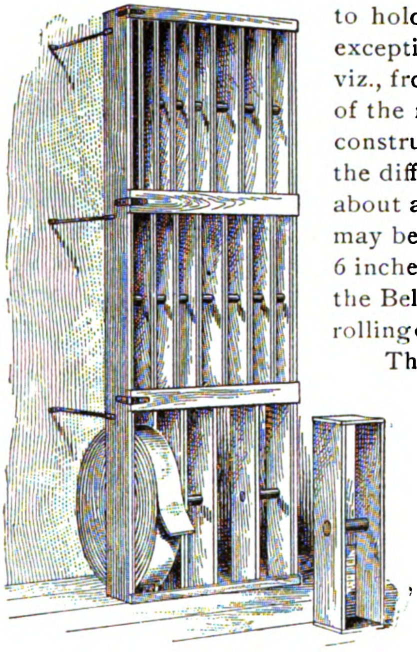


Fig. 2.—Belting Rack.

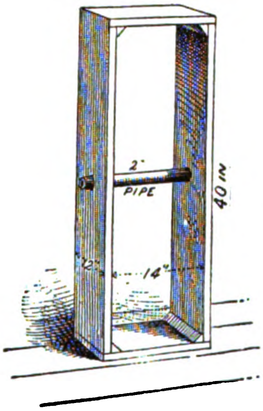


Fig. 3.—A Rack for Belting.

The rack illustrated in Fig. 2 is intended to be of the same hight as the shelving and stands out from the wall, steadied by iron braces. It is made of 2-inch stuff. Each roll of Belting has a frame made of 1-inch stuff, with a maple roller having an iron pin through its center upon which the Belting revolves, as shown in the detail of the accompanying illustration. The frames are made to fit the rack, and are held in place by hinged strips across the top and bottom of each section. The rack, as shown, accommodates three tiers of Belting, the larger sizes being at the bottom and the smallest at the top.

A design for Belt racks is shown in Fig. 3, the material used being a plank 1¼ inches thick and 12 inches wide, made into a box without top or bottom. The hight and width of the box in the clear depend, of course, upon the size of the roll of Belting which it is intended to accommodate. The inside measurement of the one illustrated in the cut is 14 x 40 inches. A 2¼-inch hole is bored through both sides, an equal distance from each end, and a piece of pipe, whose outside diameter is 2 inches, is used for a shaft. Pieces are nailed in the four corners of the box to make it more rigid. To put the Belting in place, the box is let down over the roll standing on edge, when the gas pipe is put through the center, as shown in Fig. 4. The Belting can now be rolled to any part of the store by one man, and the rack set on end, as shown in Fig. 5, in its permanent place, which should be where required lengths can be conveniently unrolled and measured. The principle on which this rack is constructed can obviously be adapted without difficulty to the different widths of Belting.

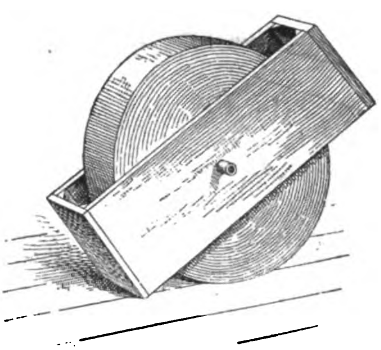


Fig. 4.—Mode of Putting Belt in the Rack.

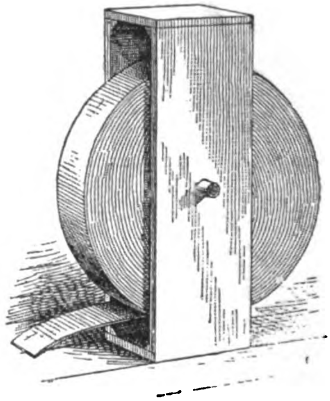


Fig. 5.—Belting Ready for Measuring.

The Belt rack shown in Fig. 6 occupies about the same floor space as a counter and is easily constructed. The compartments are made 1 inch wider than the size of Belting for which they are intended, which will permit their going in the space when received slightly out of shape. A roll of Belting ½ inch wider than that for which a compartment is intended may thus often be accommodated by this arrangement.

Fig. 7 illustrates a Belt Counter in which the rolls are laid flat instead of being in an upright position. It is divided into compartments for the reception of the different sizes of Belting, the openings being ¼ to ½ inch higher than the width of the Belting for which they are designed, a feature which permits the easy insertion of the rolls. Iron rods are run through the middle of the sections of the counter for the purpose of holding the rolls of Belt in the places provided for them while any required length is being drawn off. Thus by simply taking out the rod any roll can be put in or withdrawn without disturbing the other sizes.

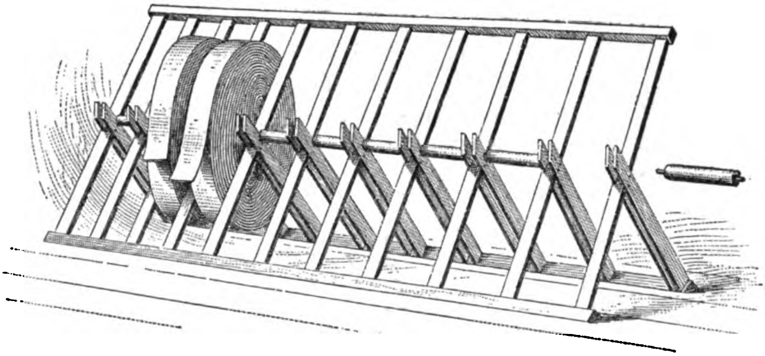


Fig. 6.—Belt Rack.

A rack which provides for Belting and other goods is shown in Fig. 8. It is made with partitions 1 inch thick, wide and high enough to accommodate the largest sized roll of Belt carried in stock. From the front of each partition a semicircular piece is cut extending to the center. The partition pieces are set upon a base 3 inches high to keep out dust and dirt and are placed ¼ inch further apart than the width of the Belt that the opening is designed to hold. To

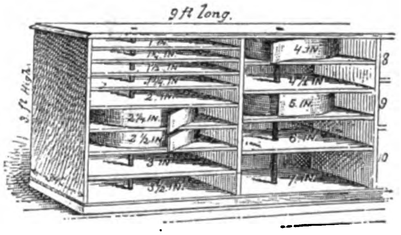


Fig. 7.—Belting Case.

prevent warping and to assist in nailing the partitions in place a piece of ½-inch board is placed in the bottom and top of each compartment between the partitions. A hook made from 1 x ⅜ inch iron, bent as shown in the cut, designed to hold a ¾-inch bar, is attached by three screws at the center of each partition. The hooks are set into the face of the partitions just far enough to bring the bar to the center of the compartment from front to back. Blocks are made from pieces of timber 3½ inches square, ¼ inch shorter than the width of the several compartments, and are beveled a trifle on the four corners. A ¾-inch hole is bored lengthwise through the center of the block into which is driven a ¾-inch piece of machinery steel cut 1 inch longer than the blocks, which allows the steel to project through the blocks ½ inch at each end. The blocks are then driven into the orifice in the center of the roll and the Belting hung upon the hooks already described. This results in the roll being hung upon its center like a grindstone, and the belt can be rolled or unrolled without taking it from its place. Each roll is independent of the others and can be removed or replaced easily with the aid of a bar. At the left of the space assigned to Belting are tills or boxes which are deep enough to accommodate Axe or Pick Handles. Over the Belting the top can be used for keeping such heavy goods as Stone Hammers, Babbitt Metal, Bolt Ends, etc. Above these is a rack for the retail stock of Wire in Coils. The top of the Wire rack may be used for extra stock of Tire Bolts, Screws, etc.

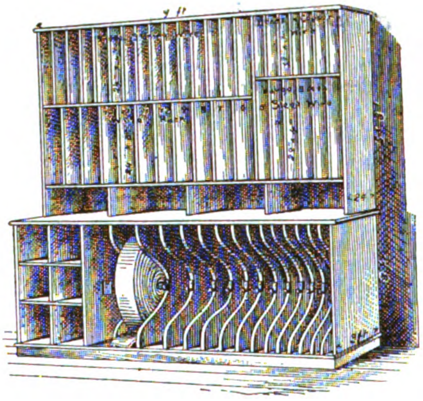


Fig. 8.—Belt Rack.

The case, Fig. 9, contains receptacles for Belting and Lace Leather, both in sides and cut. The partitions are put far enough apart to accommodate such sizes of Belt as are carried in stock, while the hinged door at the top keeps the dust from the sides of the Lace Leather.

The Belt Counter represented in Fig. 10 is 20 feet long, 35 inches deep and 3 feet high. It is made of these dimensions so as to take full rolls of Belting. The four compartments at the end may be used for Rubber Packing and remnants of Belting.

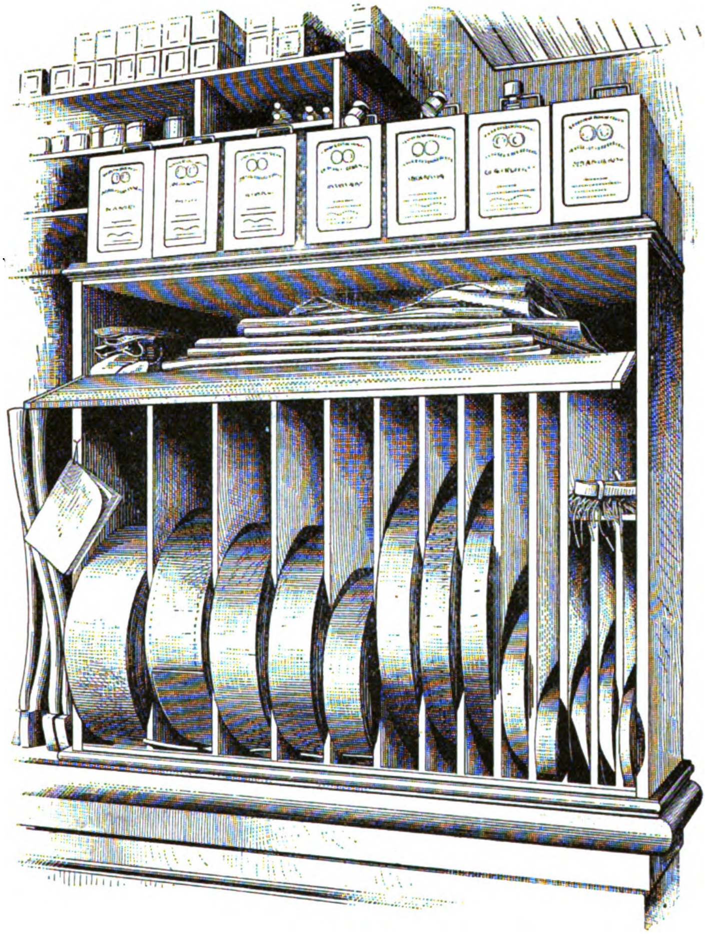


Fig. 9.—Case for Belting and Lace Leather.

The Belt Rack shown in Fig. 11 is made entirely of hardwood. A piece of 1-inch gas pipe is put through the center of each coil of Belting as an Axle, and held tightly in place with wooden wedges. The coil is rolled up an incline until the Axle drops into the wooden boxing. This is referred to as a most convenient way of handling Belting, especially when the sizes in stock run up to 16 inches or wider.

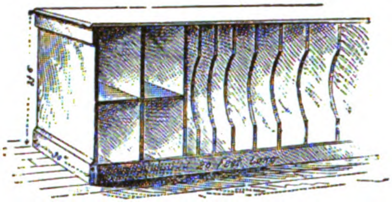


Fig. 10.—*Belt Counter.*

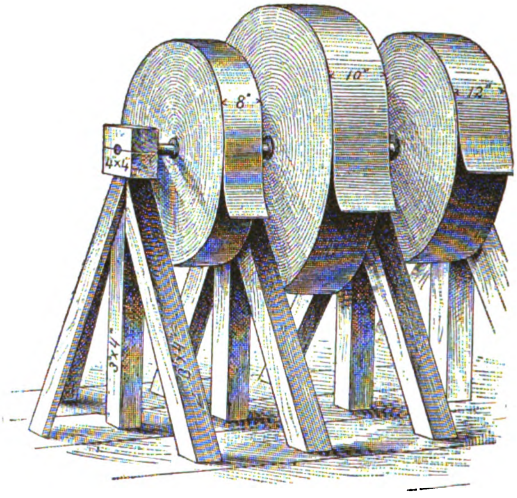


Fig. 11.—*Belt Rack.*

CHAPTER XXXVII.

Rope.

The management of Rope in a Hardware store presents comparatively few difficulties and a variety of desirable methods can be adopted without much expense or trouble. As a line of staple goods which usually affords a fair profit it is well to take whatever pains may be necessary to have a convenient arrangement, especially as a good deal of measuring is required in selling long lengths. There are also some suggestions with reference to the methods of carrying the stock, arranging samples, etc., which are deserving of attention.

In order to prevent Rope from deteriorating in weight or color it is desirable that it should be retailed from some part of the store where it is not subject to too strong a light or too much heat. For this reason the cellar or basement is often chosen as the place where the stock is kept, it being a simple matter to bring the Rope into the store through holes in the floor. In many cases, however, the stock is carried on the first or second floor. In some of the illustrations which follow it will be observed that different methods are shown by which the Rope can readily be introduced into the salesroom from a room above or below.

Samples of each size of Rope carried in stock will often be found a great convenience. These may be a foot or two in length, wound with twine at the ends to prevent them from untwisting, a card being attached to each giving the size and price of the Rope. Customers do not always know whether, for example, ¼-inch or 5-16-inch will best suit their purpose without examining the Rope, and this may most readily be permitted with the use of such samples, and a derangement of the stock is thus at the same time avoided. If a rack or other device containing the Rope is in prominent sight it will not be necessary to take this trouble.

Near where the Rope is sold or in connection with the samples mentioned above it is desirable that there should be a card giving weight per foot or per 100 feet, the tensile strength, and the price per foot or per pound. It is not likely that any one customer will require all this information, but these facts will be called for sooner or later and a salesman should be expected to answer intelligently and at once without having to resort to conjecture or calculation.

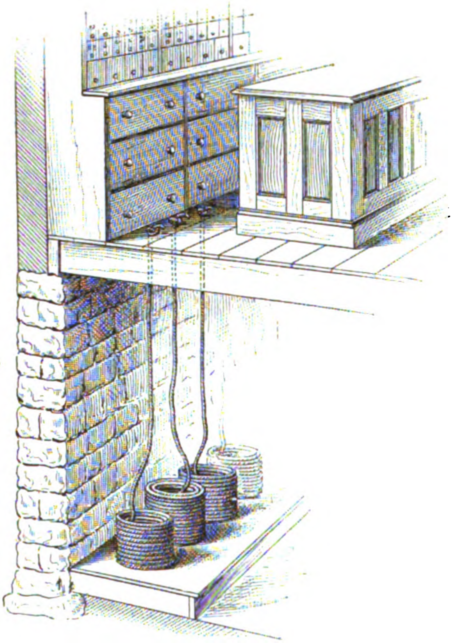


Fig. 1.—Arrangement of Rope.

The method of measuring Rope should be carefully considered. For small quantities it is usually desirable that a yardstick be provided, or that on the counter or ledge near where the Rope is sold a number of feet be marked off. For selling quantities it is convenient if the stock can be so located as to permit the use of the length of the store for a runway to measure off the Rope, as thus much time will be saved, especially when selling Hay Rope or long lengths for other purposes. It is also found very convenient to have suitable marks on the floor for the purposes of measurement, as in this way lengths of 25, 50 feet or more may quickly be determined. Brass head furniture nails will be found suitable for thus marking off the distance in as many yards or feet as may be desired; or stenciled brass pieces cut triangular in shape may be used. They may be from 1 to 3 inches long on each side, set 1 foot apart and flush with the floor. This is much more convenient than using a tape measure or a rule or yardstick.

An arrangement for keeping the stock of Rope to retail from on a shelf in the cellar is shown in Fig. 1, the ends being brought up through holes in the floor behind the counter. When the Rope is not being sold the end may be tied in a knot, which rests on the floor. Another way of introducing the Rope into the store room is shown in Fig. 2, the Rope being brought up at the end of a counter and secured to hooks. This method has the advantage of keeping the different sizes of Rope in plain sight and more readily accessible than the former one. The Rope, of course, should be drawn from the center of the coil.

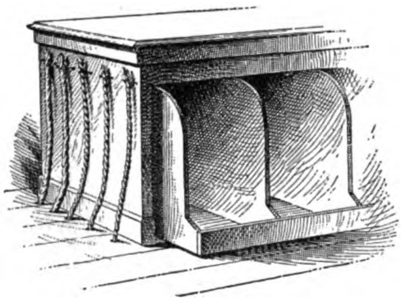


Fig. 2.—Counter with Bins, Rope, Etc.

Unless some means is provided to prevent the end of the Rope slipping back into the cellar after each piece is cut off for customers this escape of the Rope will prove a constant source of annoyance. A simple way to prevent losing the Rope is to tack to the floor near the hole a piece of three or four ply rubber packing or belting so as to partially cover the opening. A semicircle should be cut out of the rubber on the opposite side from which it is tacked, somewhat smaller than the diameter of the Rope for which it is intended. As the Rope is drawn up the rubber operates somewhat as a valve, and when it is released the rubber will close on the Rope and prevent it from slipping away into the cellar.

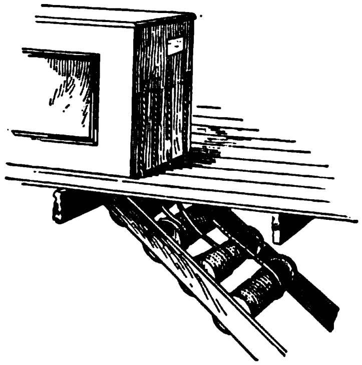


Fig. 3.—Rack Showing Method of Handling Rope.

Another plan for keeping Rope in the cellar is shown in

Fig. 3. The rack is placed at such an inclination that rolls do not interfere with one another. The end of the Rope from each roll is passed up through holes in the floor and fastened to the end of the counter by means of a catch of No. 12 spring wire, a detailed view of which is given in Fig. 4.

A Rope rack to run from the floor to the ceiling may be made of 2 x 6 inch stuff and put together as shown in Fig. 5. As arranged in the cut it holds seven kinds of Rope, but there is room enough for more reels if desired. The construction of one of the reels is shown in Fig. 6, and the parts of the reel in detail are shown in Fig. 7. On the 1½-inch pipe threads on C are cut back 2 inches on each end. The wood washers D are 12 inches in diameter, with a hole in the center to slip on C, forming the end pieces of the spools on which the Rope is wound. The lock nuts E E are screwed on after the washers have been put in place, when the ¾-inch pipe F is passed through the supports and through the inside of C, thus forming the axle on which the spool revolves. The lock nuts G G fasten the axle in place.

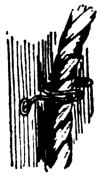


Fig. 4.—Wire Catch for Holding End of Rope.

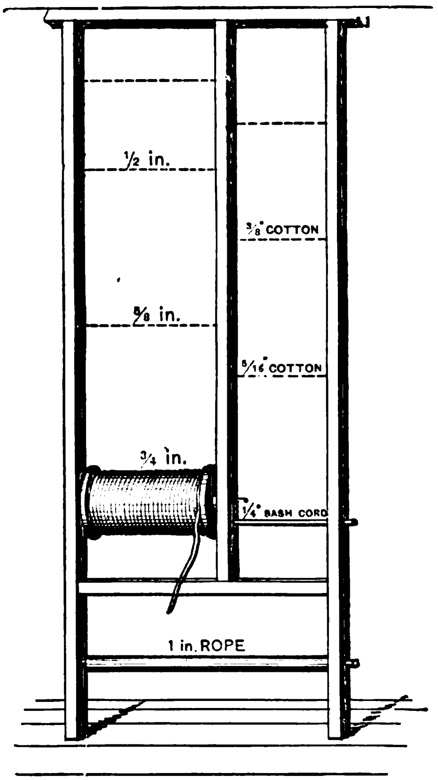


Fig. 5.—Rope Rack.

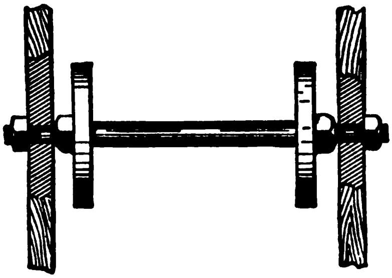


Fig. 6.—*Construction of Reel.*

If it is more desirable to keep Rope on the second floor than in the basement or on the first floor, the Rope reel may be built upstairs and the ends of the Rope passed through holes in a board nailed to uprights at the elevator shaft. The board prevents the Rope from unreeling too fast and the ends may be brought down the elevator shaft within easy reach of the main floor. If there is no elevator in the store the Rope may be run through the floor and ceiling, nearly horizontal holes being made for this purpose to prevent the Rope from unreeling faster than is required. A rack for this position and suitable for other locations in the store may be made by erecting two 2 x 6 inch standards reaching from the floor to the ceiling. Between the standards the spools tor the Rope are placed, the largest sizes of Rope being on the lower spools. For the axles of the reels notches slanting downward should be cut 3 inches deep, the lower ones 2 feet from the floor. The distance from the lower notch to the second one may be 2 feet, and the distance between all others 18 inches. The Rope should be put on so as to draw from the bottom, thus preventing the spools from jumping out of the notches. This arrangement puts the Rope into a small space, the Rope unrolls easily, and the cost of the rack is small. A rack of somewhat similar

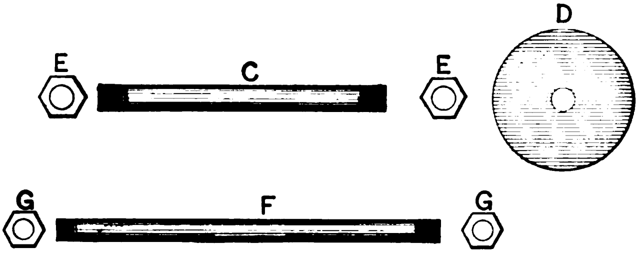


Fig. 7.—Parts of Reel in Detail.

construction, as shown in Fig. 8, may be made with uprights short enough to permit of its use in the basement of the store.

Another form of rack is shown in Fig. 9, made by framing four pieces of 2 x 8 inch pine joists, the joists being brought together at the top to a size of 13 x 18 inches, with a spread at the bottom 30 x 48 inches. All the reels are removable at will from the frame, and the axle of each reel protrudes beyond the side of the frame. These axle ends are finished square to fit into the eye of a crank, which can be applied at pleasure to wind Rope on the reels. The rack will hold ten full coils of Rope, running in sizes from ¼ to ¾ inch in diameter, and has been found exceedingly convenient.

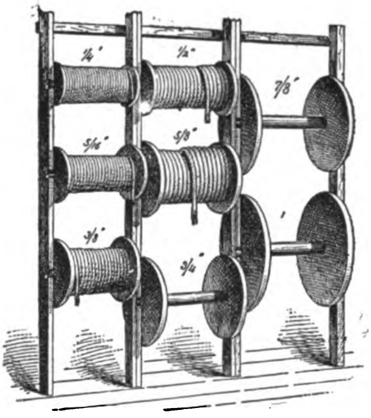


Fig. 8.—*Rope Reels.*

In the plan for keeping Rope from which to retail shown in Fig. 10 a bench made of 1-inch matched pine and fastened to the wall at the back is employed. This bench is 34 inches high, 12 feet long and 30 inches wide, and is supported in front by three legs of 2 x 4 inch pine, one at each end and one in the middle. A 1-inch pine board about 5 inches wide is fastened across the legs at the upper end as a stiffener, and through holes in this board the ends of the Rope are passed. The Rope is kept on the floor under the bench, the sacking being left on to hold the coils of Rope in shape. The ends of the Rope are properly started so as to avoid kinks and snarls, and labels placed above each size designating the size, price, number of feet to the pound, etc. Manila Rope is

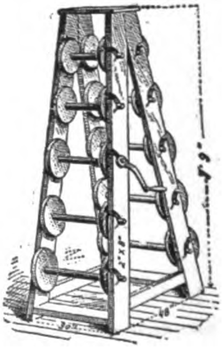


Fig. 9.—*Rope Rack.*

thus kept in sizes from ¼ to 1 inch; also cotton Clothes Line. The bench is located in a room just back of and adjoining

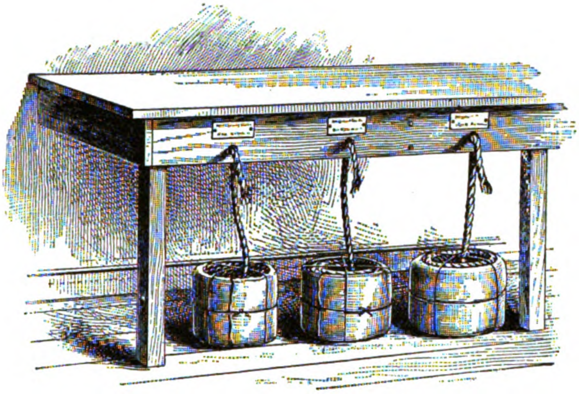


Fig. 10.—A Plan for Retailing Rope.

the main salesroom, and the plan described permits the use of space that could not as well be utilized for any other purpose. Drawing the Rope from the center of the coil saves the labor required to wind the Rope on reels.

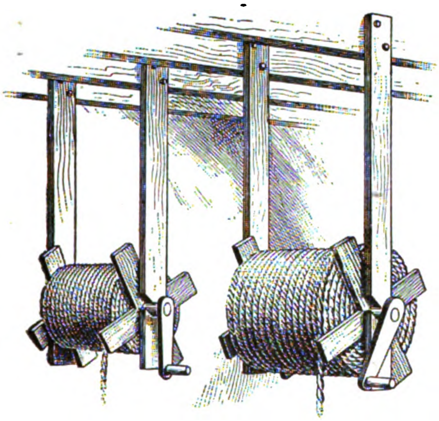


Fig. 11.—Arrangement of Rope in Cellar.

The suggestion is made by some who have acted upon it that Clothes Line, which has no burlap covering to keep the coil in shape, may be dropped into a cheese box, where it fits nicely, and from which it may be handled in the same manner as other Rope.

A stock of Rope from which to retail may be carried on wooden reels suspended between supports from the rafters in the cellar, as shown in Fig. 11. In this manner may be suspended reels of 3-16, ¼, 5-16, ⅜, ½, ⅝, ¾ and 1 inch

Rope, in a space 20 feet long, and out of the way, against the side wall of the cellar The supports are about 3 inches wide and 3 feet long, while the reels are made similar to the ordinary small reels which Jute Rope comes on, only made stronger. The crank handle to wind the Rope on the reels is of wood, fitted or nailed to the end of the reel axle.

CHAPTER XXXVIII.

Handles.

Handles are a line of goods which as a rule do not receive the treatment to which they are entitled. The shorter handles are often found in some obscure or out of the way place inconvenient to reach, where perhaps dampness or excessive heat reduces their value. Long Handles are similarly neglected and a good deal of confusion characterizes the stock. As a result they are often fly specked, yellow with age, and warped, and thus rendered unattractive if not unsalable.

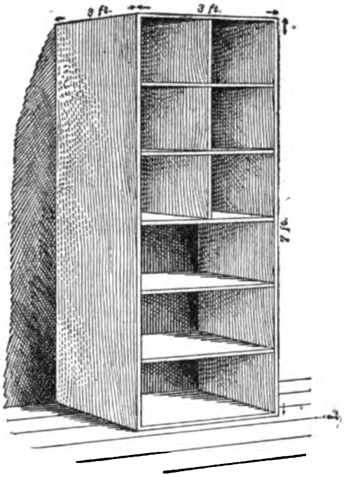


Fig. 1.—*Rack for Axe and Pick Handles, Hay Knives, Etc.*

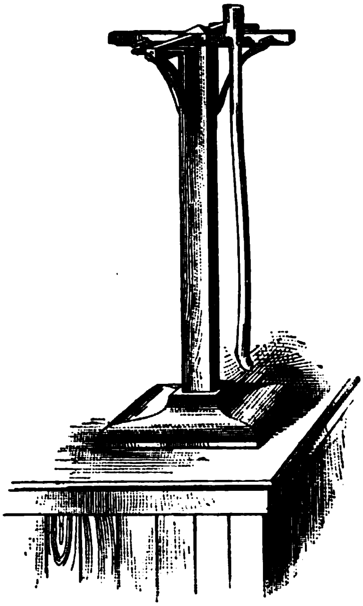


Fig. 2.—*Axe Handle Rack.*

Handles should be kept each kind, and if practicable each size, by itself in a location convenient for selection by customers. In winter Handles, especially Axe Handles, should be kept in a comparatively cool place. Old stock should be sandpapered before putting with new goods, and warped Handles should be sold cheap or given away.

The movable rack shown in Fig. 1 is 3 feet square and 7 feet high. It is fitted with shelves and pigeonholes for Axe and Pick Handles, but Hay Knives and Whiffletrees, both ironed and in the rough, are also accommodated in it.

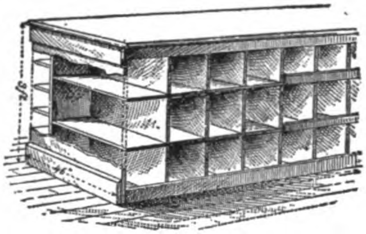


Fig. 3.—Counter for Handles.

A convenient arrangement for holding Handles and one which requires but a small counter space is shown in Fig. 2. The post, which is 38 or 40 inches long, is attached to a base and is designed to stand upon the counter. The cross pieces at the top of the post are held in position by brackets and have pegs or prongs 1¼ inches apart, between which the Handles are hung. The rack can, of course, be made of a size to accommodate any required number of handles.

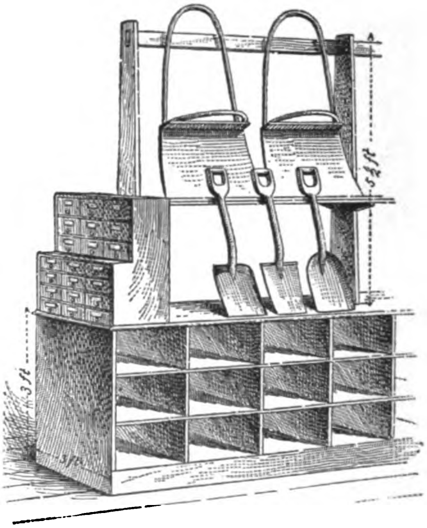


Fig. 4.—Bins for Handles, Etc.

A counter constructed as shown in Fig. 3 is well adapted to Axe, Pick, Mattock, Sledge and other Handles. It is 46 inches wide and 36 inches high. The compartments in the front are 30 inches deep, while the rear is divided into smaller compartments, 14 inches deep, for malleable irons, Strap and T-Hinges and other similar goods.

The bins shown in the lower part of Fig. 4 are suitable for keeping Axe, Pick, Mattock, D-Shovel and Spade, and Grub Hoe Handles. The upper portion of the rack is for Snow Shovels, as shown in the illustration, and against the base on which they stand D-Handled Shovels, Spades, etc., rest.

A rack principally intended for Steel Goods and Shovels and Spades, which is illustrated in Chapter XVII, Fig. 3, also accommodates Axe, Pick and similar Handles. Another arrangement for these goods, in which they are kept in drawers, is shown in Chapter XVII, Fig. 4. In Chapter XVII, Fig. 18, the method of accommodating them in bins under a rack for Steel Goods is described. Another arrangement is illustrated in Chapter XXXIV, Fig. 1.

As shown in Chapter II, Fig. 2, the space under a raised office may be adapted to keeping Handles, and especially long ones. The pigeonholes may be made the required depth to accommodate Handles from 4 to 6 feet in length, thus preventing them from being pushed back out of reach. This arrangement provides a suitable place to keep the goods in good condition without taking up particularly valuable space.

CHAPTER XXXIX.

Sleds.

As seasonable goods Sleds are to be kept prominently in sight for only a comparatively short time, and as yielding a good profit, should be shown to good advantage, especially in view of the fact that sales are often effected by displaying them in an attractive manner, particularly about the holidays. It is

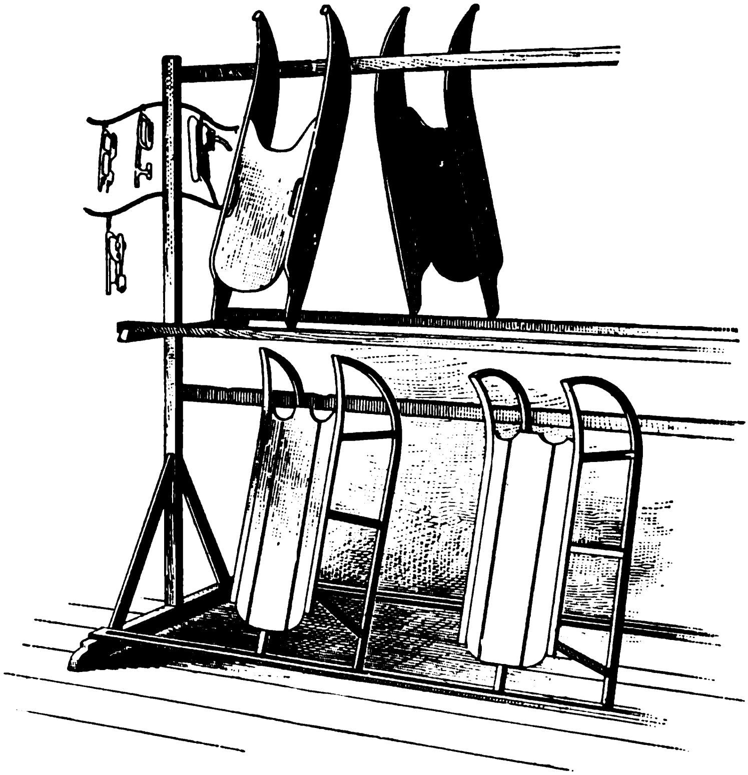


Fig. 1.—*Sled Display Rack.*

desirable that the stock should be cleared out during the winter and not carried over to the next season.

The stand for displaying Sleds shown in Fig. 1 is 6 feet high, 8 feet long, with a width of 3 feet at the bottom and 2 feet at the center. It is made of 1-inch pine, 3 inches wide, except at the bottom pieces upon which the Sleds stand, which are 2½ x 2½ inches, having grooves in their upper sides. The rack is finished in oil and put together with wooden pins, no screws being used. Clippers occupy the top of the rack and Sleds the bottom. With this arrangement more than two dozen Sleds can be accommodated. The ends of the rack are further utilized by the addition of metal cross bars upon which Skates are hung. An attractive display of these classes of goods is thus secured.

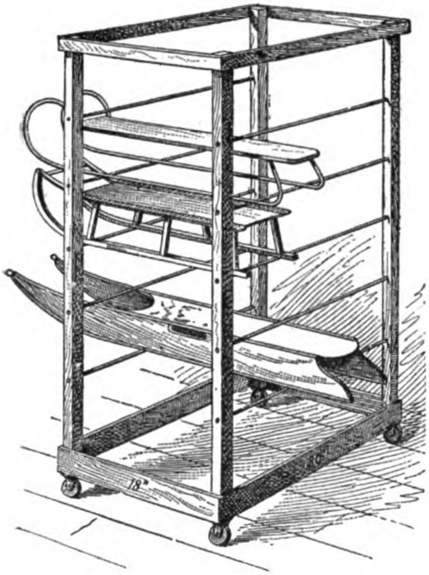


Fig. 2.—Sled Rack.

Another form of Sled rack is illustrated in Fig. 2. It occupies a floor space of 18 x 30 inches, with ⅜-inch iron bars upon which the Sleds rest. The rack is especially economical of room and accommodates the goods in such a manner as to secure a fair display, while they are at the same time convenient of access. Being furnished with casters it can easily be moved from one part of the store to another, and on days when Sleds are in especially good demand can be given a prominent place.

CHAPTER XL.

Scale Beams.

This is with many Hardwaremen a relatively unimportant line, but in some sections of the country the goods are quite largely sold. The accommodation of a small assortment such as is usually carried in a Hardware store is a matter of comparatively little difficulty, as the Scale Beams can easily be hung up in some convenient place. Care should, however, be taken that the weights do not become separated from the Beams and misplaced or lost.

A good method of sampling and keeping the stock is shown in Fig. 1. As indicated, the stock is carried inside the case, the different sizes being separated by pegs, or partitions if preferred, while the samples are fastened on the outside of the door. The case is designed to be placed in the shelving above the ledge, a space 4 feet high and 2 feet wide being sufficient to accommodate three of each of the leading sizes of Beams. This is probably all that is necessary for loose stock, the balance being kept in the original cases elsewhere. It will be observed that on the outside of the door is a wardrobe hook. This is for the purpose of exhibiting and trying a Scale Beam when selling it.

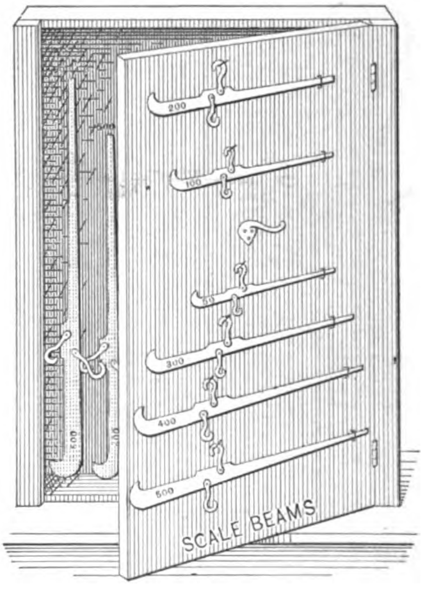


Fig. 1.—Case for Scale Beams.

CHAPTER XLI.

Farm Bells.

To sample Farm Bells effectively they should be placed where they are accessible and yet in the way of no other goods, also where they can be inspected and rung. It is also desirable to have them at about the hight at which they will be when in use. The purchaser can thus form an idea of how the Bell will appear on his premises.

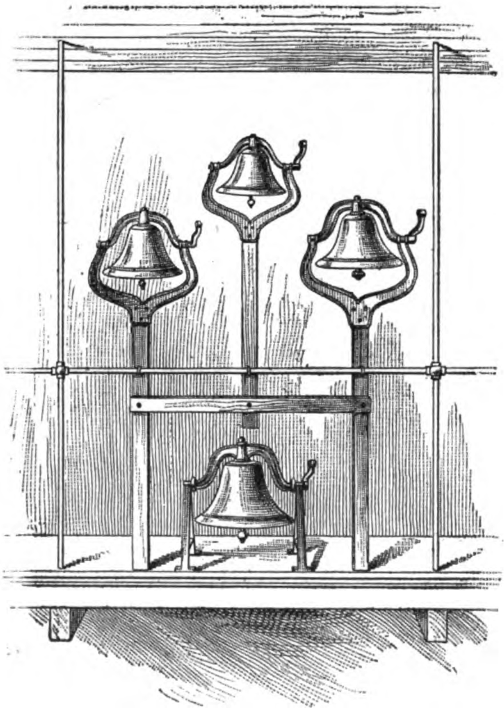


Fig. 1.—Farm Bells Sampled on Gallery.

In Fig. 1 Bells are shown sampled on a gallery at the rear of the store, this location being the most desirable in the estimation of the proprietors, and best filling the requirements of the case.

The rack shown in Fig 2 is used for Steel Goods and Farm Bells, the Bells being attached to the upper cross bar between the pins. The rack can be made of a size best suited to the requirements of the case.

A stand for holding four sizes of Farm Bells, Nos. 1, 2, 3 and 4, is shown in Fig. 3. It is made 6 feet long, but if designed for but Nos. 1, 2 and 3, 4 feet is sufficient length. The width of the top in either case should be 18 inches. For Bells that have the arm hanger cast in one solid piece with a tapering bottom, holes are mortised in the stand to receive them. The tapering bottoms will allow the hangers to stand upright without the aid of bolts or screws, and in this position the Bells may be placed in the hangers. The mortised openings should be of sizes adapted to the Bells kept in stock. The hanger for larger size Bells being different in shape, is bolted or screwed on the stand. The Bells can be easily removed from the stand when sold. A modification of this stand can be made with straight legs

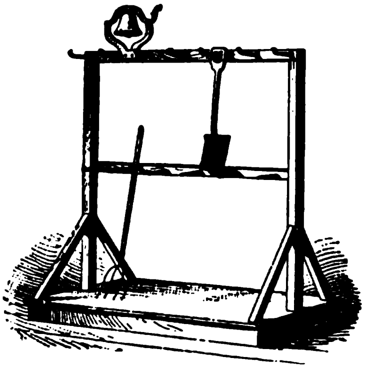


Fig. 2.—Steel Goods and Bell Rack.

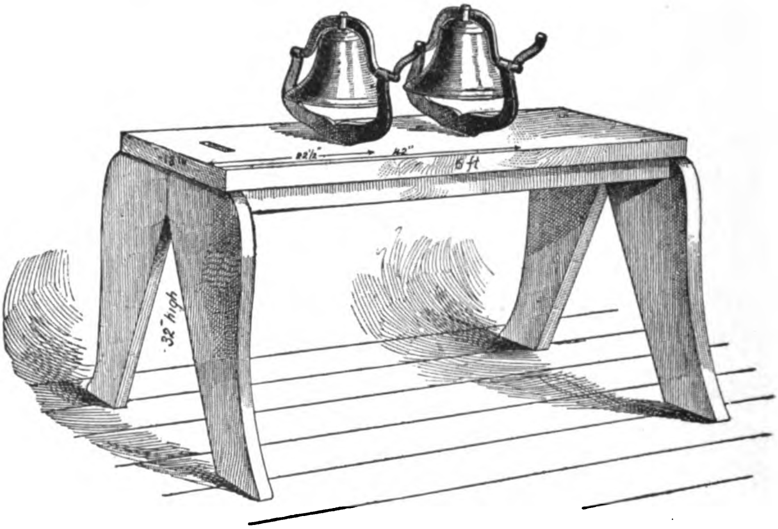


Fig. 3.—Display Stand for Farm Bells.

and casters, and with one or two shelves underneath for other goods. This will allow the stand to be moved easily to any desired location and forms an excellent place for Handles or handled goods. Some plan of this kind for displaying Bells is a great improvement over that of keeping them on the floor or hiding them in some out of the way corner and will tend to increase considerably the sale of this line of goods.

CHAPTER XLII.

Malleables, Fittings, Etc.

The articles covered by this chapter include Carriage Malleables, Clevises, Pipe Fittings, Machine Repairs and similar goods. This is an extensive line, as many of the goods are carried in stock in a large variety of styles and sizes. This class of goods requires more care than is given to it in some stores, and there should be suitable racks or bins conveniently arranged for the accommodation of the goods. This, however, is not infrequently neglected.

Carriage Malleables, for example, are often found in bins where the light is insufficient and so arranged that the goods are liable to become mixed, thus causing a good deal of inconvenience, especially as the wires holding pairs together often become undone. Under these circumstances the clerks are apt to shrink from the task of finding what a customer wants and the local carriage repairer, who is generally left to wait on himself, is apt to increase the disorder in his attempt to find the article for which he is looking.

A convenient arrangement for Pipe Fittings, Malleables, etc., is shown in Fig. 1. This case is accessible from at least two sides. It is 3 feet wide, 6 feet long and 4 feet high, not including the standard on the top. A partition runs through the middle, each side being then divided into bins 7 inches wide, 8 inches high and 17 inches deep. The top is divided into boxes for malleables. The lower part is for Axles and is open at both sides.

A method of keeping an orderly stock of Carriage Malleables is shown in Chapter XIV, Fig. 2. Here samples are shown on shelf drawers, in which stock is kept, in close proximity to scales for weighing the purchase.

The rack for machine repairs and fittings, shown in Fig. 2 is conveniently designed for this purpose. The large shelves at the top of the rack are used for Inspirators, Jet Pumps, Steam and Water Gauges, Emery Wheels, Spring Wire, Sheet Brass and similar goods. The three rows of drawers beneath, each drawer having a sample of its contents, contain Steam and Water Cocks, Brass Oil Cups, Glass Oil Cups, Air Cocks, Gauge Cocks, Lock Nuts, etc. The open space in the lower row of drawers is used for Babbitt Metal. On the cross piece immediately below the drawers is marked the names of the goods contained in the vertical rows of pigeonholes below, each row containing fittings of the same kind, but of different sizes. Of the 11 vertical rows the first one holds Bushings, and the others Couplings, Ells, Nipples (short), Nipples (long), Plugs, Reducers, Tees, Unions, Check Valves and Globe Valves. The middle partition is marked with the sizes, the goods in

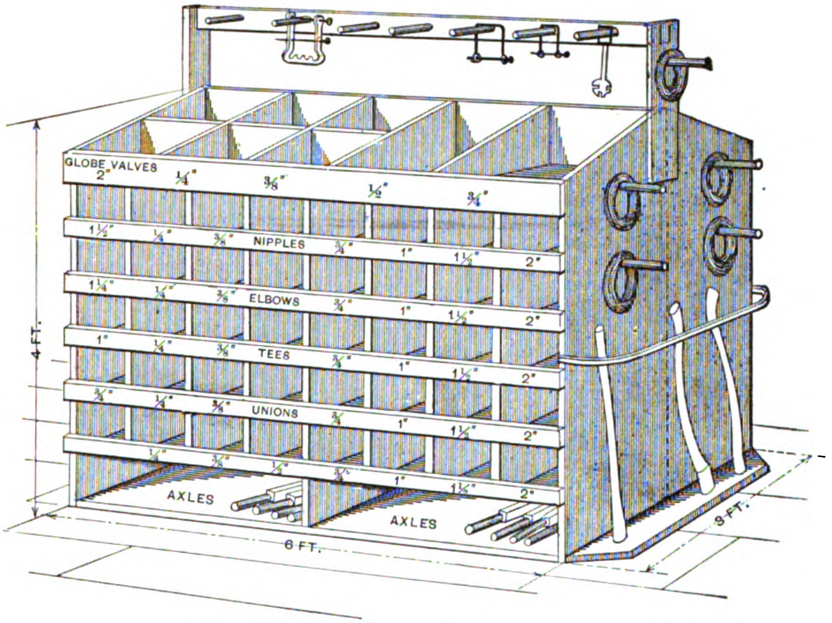


Fig. 1.—Case for Pipe Fittings, Malleables, Etc.

each horizontal row being of the same size, the sizes running from ¼ inch at the top to 3 inches at the bottom. Thus any one of the 11 kinds of fittings found in the upper row will be ¼ inch, those in the next lower row ⅜ inch, etc., by which arrangement no trouble is experienced in locating any article of the size desired. The size of the openings increase toward the right, also toward the bottom, thus accommodating the different sizes of these goods. In front of the rack is a counter under which sheet and square Rubber Packing is kept, also Hemp Packing, Lace Leather etc. By this arrangement all these goods take up comparatively little space, and are accessible for sale or stocktaking or for looking over with a view to replenishing the stock.

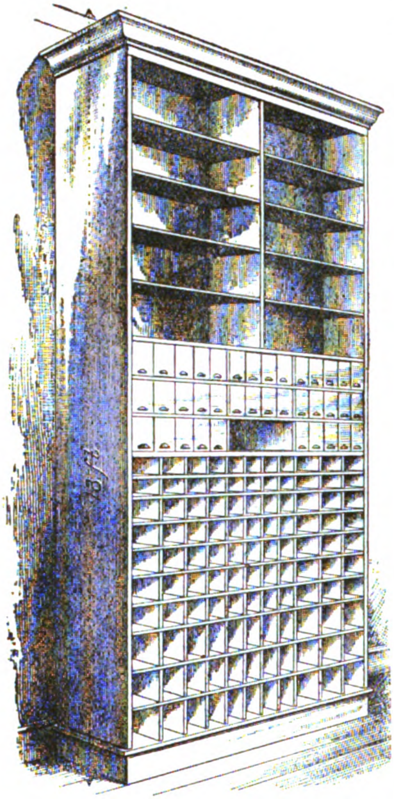


Fig. 2.—Rack for Machine Repairs and Fittings.

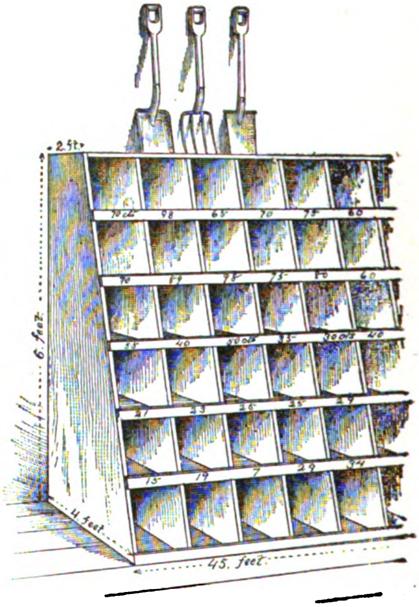


Fig. 3.—Bins for Cheap Tools and Novelties.

The bins shown in Fig. 3 are 6 feet in hight, 45 feet in length, and contain 500 shallow pigeonholes. The openings are about 6 x 2 inches in size and are devoted to a display of a line of cheap tools and novelties, ticketed with the name, use and price of the various small articles they contain. This is designed as a sort of bargain rack and largely attracts the attention and nickels of customers.

Bins as shown in Fig. 4 may be utilized for keeping Sad Irons, Mining Picks, Railroad Picks, Mattocks, Grub Hoes, Heel Bolts, Clevises, Steel Traps, Body Strap Bolts, Plow Bolts. King Bolts and numerous other articles that do not come in such shape as to make a good appearance in original packages.

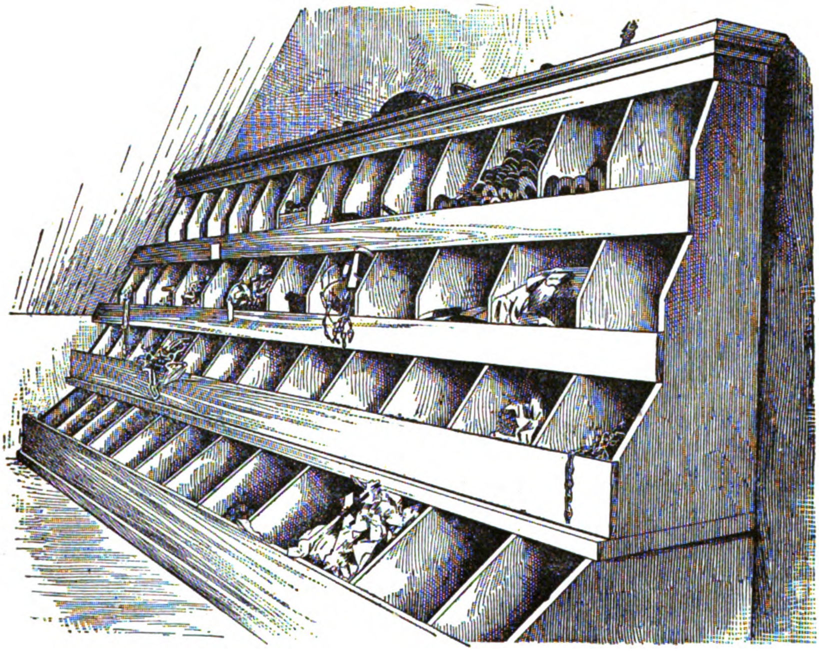


Fig. 4.—Bins for Sad Irons, Picks, Steel Traps, Etc.

In Chapter VII, Fig. 10, a counter with bins suitable for containing Malleables, etc., is illustrated.

CHAPTER XLIII.

Pumps.

As a rule the amount of labor and cost involved in arranging suitable stands or racks for the display of samples will be amply repaid by the increased sale of these goods.

Pumps require some arrangement by which they can be seen by the purchaser in as nearly the position in which they are to be used as possible, as it is difficult to obtain a correct idea of the goods if they are lying on the floor or stowed away in some obscure part of the store.

Hardware merchants are aware of the trouble there is in displaying these goods, especially set lengths, and the difficulty of standing them up except in a corner. The rack represented in Fig. 1 gives one method of solving the problem. A piece of timber 4 inches square or round, of the proper length to reach from the floor to the ceiling, is fastened securely at the top and bottom. Shelves are put on the post, the first one, 21 inches in diameter and made of 1½-inch plank, is placed 34 inches from the floor. This shelf is fastened by cleats nailed to the post under the shelf, and four iron braces 18 inches long underneath, running from the outside of the shelf to the post. Notches of proper size are cut in the edge of the shelf to receive the pipe from the pumps above,

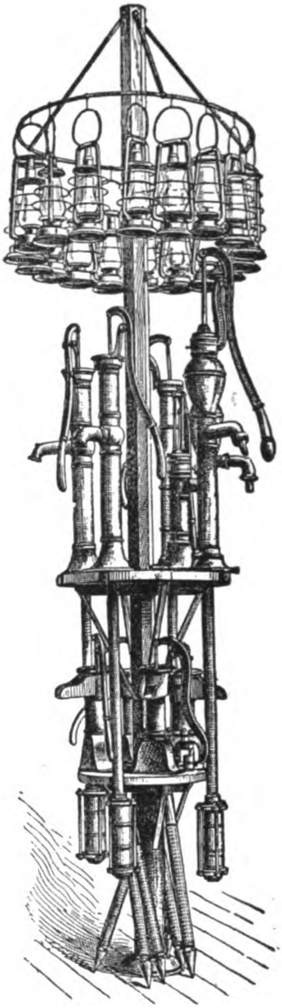


Fig. 1.—Method of Displaying Pumps, Etc.

thus holding them in place. The upper shelf is made in the same manner as the bottom one, except that it is 28 inches in diameter. Well Pumps are placed on the top shelf, the pipe fitting in the notches, while difference in the diameter of the shelves allows the lower ends of the Pumps to fit into the notches of the lower shelf. Cistern Pumps are placed on the lower shelf and Well Points are kept under the shelf. By this arrangement four Pitcher Spout Pumps are accommodated on the lower shelf, and four to six Well Pumps on the upper shelf. Near the top of the post a round iron hoop is supported by braces attached at the top. On this are wire hooks upon which lanterns are hung. Screw hooks may be put in the ceiling making a somewhat larger circle with them and from these other lanterns can be suspended, adding to the attractiveness of the display. Its economy of space is an advantageous feature of this arrangement.

CHAPTER XLIV.

Pipe and Tubing.

The fixtures required for Wrought Iron Pipe need not necessarily be elaborate, while their size and strength depend on the assortment and amount carried in stock. The different sizes of Pipe should be kept carefully separated and plainly indicated by markings on or near the divisions separating them.

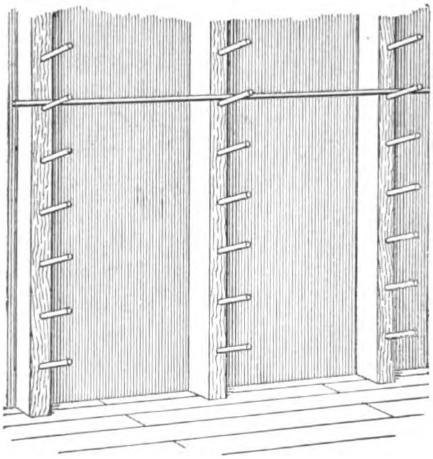


Fig. 1.—*Pipe Rack.*

A rack suitable for Pipe where a limited quantity is kept in stock is shown in Fig. 1. Heavy uprights are fastened to the side wall at proper distances from each other and pegs driven in to lay the pipe on.

A rack especially intended for Tubing is constructed by fastening curved pieces across the standards, which are attached to the floor, as shown in Fig. 2. The sizes of the Tubing are marked on the ends as indicated in the illustration.

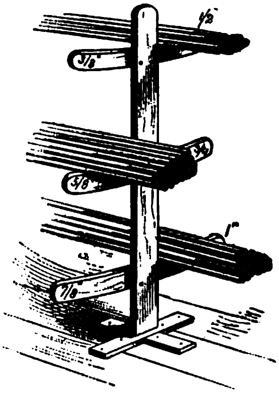


Fig. 2.—*Rack for Tubing.*

Lead Pipe is usually kept in the original coil, which is placed in some convenient receptacle, such as a bin or other compartment. To some this arrangement is fairly satisfactory but for those who prefer some other method for keeping the Pipe a suggestion is offered in Fig. 3. The standards are 3 x 9 inch timber, placed 2 feet out of the perpendicular and far enough apart to accommodate the reels of Lead Pipe as they come from the works. Into the uprights are driven short pieces of 1¼ inch Iron Pipe, to hold other pieces of the same sized Pipe, on which the reels revolve. The different sizes of Pipe are plainly marked on the standards opposite each reel, and a place is given each size in common use. The reels of rope are hoisted to their places by a differential pulley block, hung from iron rods secured to the ceiling. Shelves are placed between the standards to hold pieces of Pipe that unavoidably accumulate in retailing. The rack provides room for 18 reels and as many shelves, holding 18 different sizes and weights of Pipe. This arrangement keeps the Pipe clean and free from dents and at the same time out of the way and easy of access.

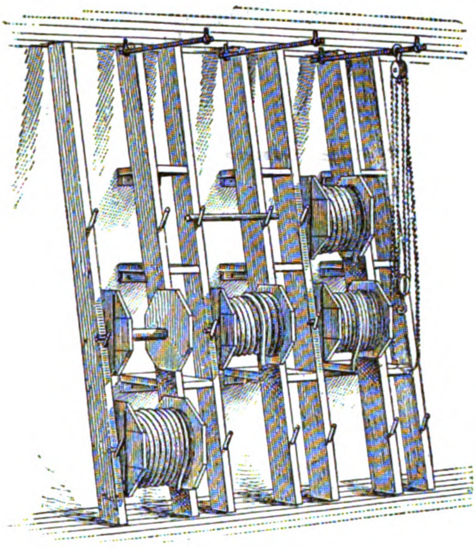


Fig. 3.—Lead Pipe Rack.

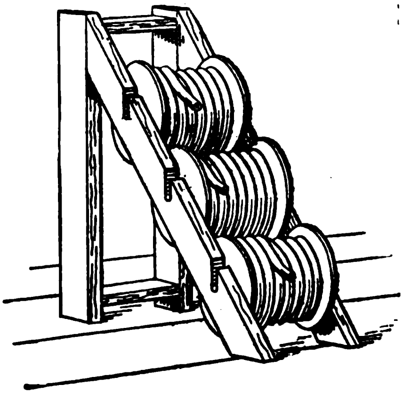


Fig. 4.—Rack for Lead Pipe Reels.

For thin Lead Pipe that will not reel shelves may be put up about 10 inches apart, supported on brackets, so that full lengths of Pipe can be lifted off, not pulled out.

Lead Pipe on reels may be hung on racks, as shown in Fig. 4, the construction of which is simple. It is desirable to have the rack so located that the Pipe can be run off, if necessary, the whole length of the room in which the Pipe is kept, thus avoiding heavy lifting or any danger of injuring the Pipe.

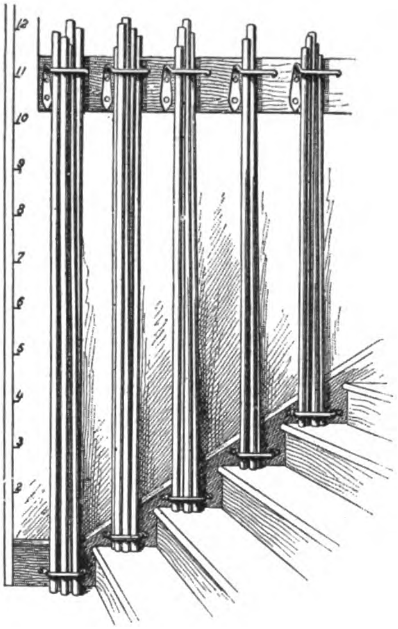


Fig. 5.—An Arrangement for Keeping Tubing.

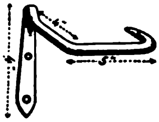


Fig. 6.—Top Bracket in Detail.

A plan is shown in Figs. 5 and 6 for keeping Brass Tubing, which has been found convenient as well as inexpensive. The stairway is used for keeping Tubing, as indicated in Fig. 5, while Fig. 6 shows the form of the top brackets, which are made of ½-inch round iron, flattened for screw holes. Rule markings are placed in large figures at the adjacent wall, by which the length of the rods may be quickly ascertained. Rods 1 inch and ⅞ inch in diameter may be placed on the lowest step, ¾ and ⅝ inch on the second step, ½ inch and ⅜ inch on the third step, followed by special length and short length rods on the succeeding steps. The same arrangement can obviously be used for keeping long Handles where stairways are available for the purpose.

CHAPTER XLV.

Axles.

Unless Axles are sold for manufacturing purposes the stock carried by retailers to supply blacksmith repair trade is not apt to be large, the assortment usually being restricted to the common sizes of short bed and long bed Axles. Receptacles, whether shelves or bins, provided for these goods should be deep enough to take in their entire length, and of sufficient number to accommodate each size separately. The Axles should be located at a sufficient hight from the floor to be convenient for looking over, and in as light a place as possible. When the space under the show windows gives the requisite depth it is sometimes divided into pigeonholes, in which are kept the stock of long bed Carriage Axles. The stamped markings on the Axles should be reproduced in white paint on each piece. Care should also be taken to keep the assortment unbroken. With Axles, as with other goods, a small stock well assorted is better than a larger stock poorly assorted.

CHAPTER XLVI.

Glass Racks.

There is much diversity in the Hardware trade in regard to the matter of selling Glass, Paints, Oils, etc., these lines being goods that in some parts of the country are seldom found in Hardware stores, while in others they are regularly carried. In this chapter we consider the question of the construction of Glass racks, reserving to Chapters XLVIII and XLIX descriptions of the methods used in handling Paints and Oils.

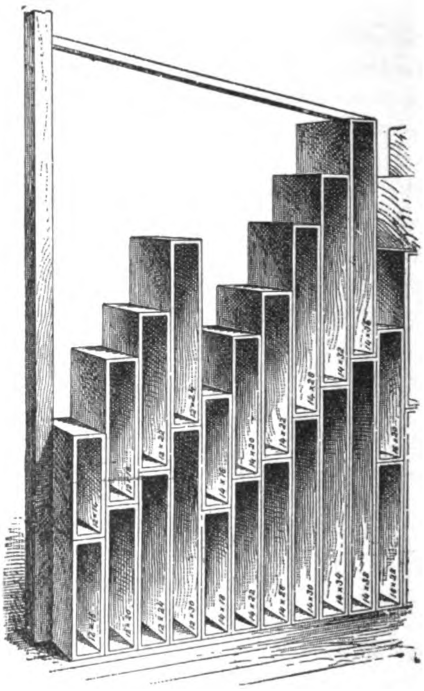


Fig. 1.—*Glass Rack.*

A cursory examination of stores where Glass is sold reveals the fact that there is a wide difference of opinion in regard to the kind of rack most suitable for containing it, and Glass racks are to be found of many different shapes, sizes and methods of construction. This diversity is, however, often the outgrowth of circumstances, and does not always represent the careful judgment of the merchant in regard to desirable forms. A merchant often begins keeping Glass in a small way, his stock consisting of a box of each of the sizes most in demand, which are kept in the original boxes in a corner of the store or cellar, or some other out of the way place. With the development of his business and an increasing demand for Glass, larger sizes and a more varied stock are carried, the accommodations being enlarged on the plan first adopted until it becomes necessary to have a rack built to facilitate the handling of the goods. The merchant and his clerks have become accustomed to the position and order in which the different sizes have been kept, and the new rack is accordingly arranged in very much the same way and occupies perhaps the same position in the store. In this way the arrangement of Glass racks has unquestionably often been determined, and it is not surprising that the results in many cases are not the best.

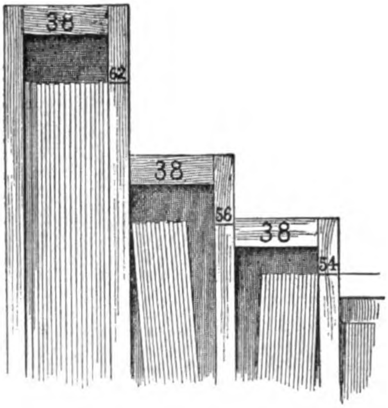


Fig. 2.—A Sample Glass Rack.

It is obviously desirable that the Glass rack and other fixtures should be given a suitable location and arrangement, taking into account light, economy of room, convenience and neatness of appearance. It is also desirable that they should be so planned as to permit convenient enlargement when the assortment is increased. From the illustrations which follow, showing as they do a wide diversity of method, the Hardware merchant will receive suggestions as to the general principles which may be followed and information in regard to various arrangements more or less closely adapted to his requirements.

It is recognized as a good rule in arranging racks for Glass to have openings large enough to hold a little more than the contents of one box. This will permit replenishing the different sizes before the stock of each has been entirely exhausted.

The arrangement for Glass illustrated in Fig. 1 is simple and inexpensive, the original boxes being used, and readily permits of indefinite enlargement, as additional sizes can be introduced at any time in their proper places. In this arrangement the boxes are nailed to the floor and to one another, the top box or boxes being fastened by cleats and supported by braces, as indicated in the illustration.

A similar arrangement is sometimes used with the platform about 20 inches high for the boxes to stand on, each width by itself. Each box should have the size marked on it in some plain and prominent manner.

A simple and inexpensive Glass rack for holding large double or single strength Glass may be made as shown in Fig. 2. It is made of old Glass boxes from which the boards on one side are taken off and the boxes nailed together in groups of from three to six. The top and one edge of each box is painted white, the width of the Glass stenciled on the top and the length on the side in black. A short mark is made on the side to show where the top of the Glass should come. With such a rack the boxes are permanent, do no slant or tip and take up but a small amount of room.

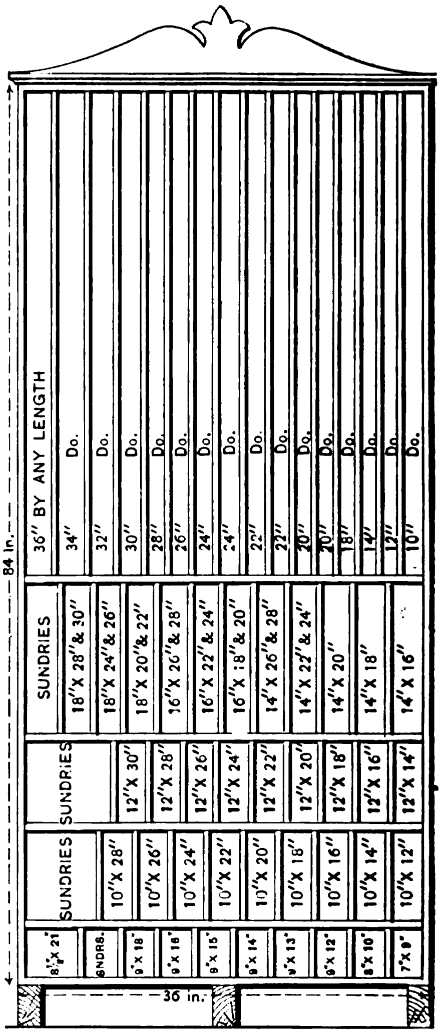


Fig. 3.—A Compact Glass Rack.

The rack shown in Fig. 3 is 28 inches deep, 3 feet wide and 7 feet high, and is placed in a corner so that if any Glass

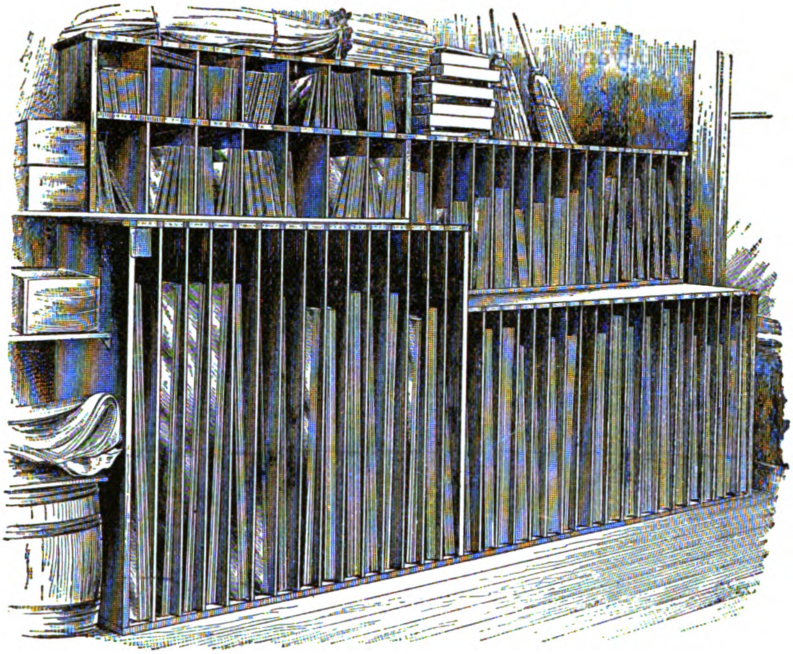


Fig. 4.—Glass Rack.

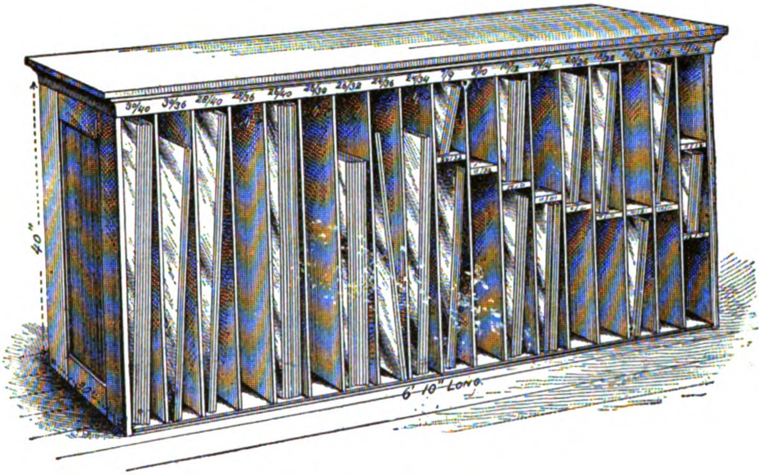


Fig. 5.—A Convenient Glass Rack.

projects beyond the rack it will not be in the way. All long Glass 9, 10, 12, 14 or 16 inches wide is placed endways in the appropriate spaces. This arrangement obviously facilitates the obtaining of Glass of any given size. A Glass table 30 x 60 inches stands in front of the rack.

The rack illustrated in Fig. 4 contains 64 sizes of Glass. The hight of the rack is 5 feet 4 inches and the length 10 feet. It is 38 inches in depth, the largest spaces accommodating Glass up to 48 inches in length, while the second largest spaces take 36 inch lights. The other openings are arranged for the smaller sizes. The rack is built of 1-inch stuff, with partitions ⅜ inch thick.

A Glass rack in connection with one for Forks, Hoes, Shovels, etc., is illustrated in Chapter XVII, Fig. 12.

The rack illustrated in Fig. 5 accommodates a smaller assortment. It is arranged in a counter 6 feet 10 inches long, 30 inches wide and 40 inches high, inside measurement. The openings are 4 inches wide, ½-inch boards being used for partitions. The rack holds 28 boxes of Glass from 7 x 9 to 30 x 40 inches in size.

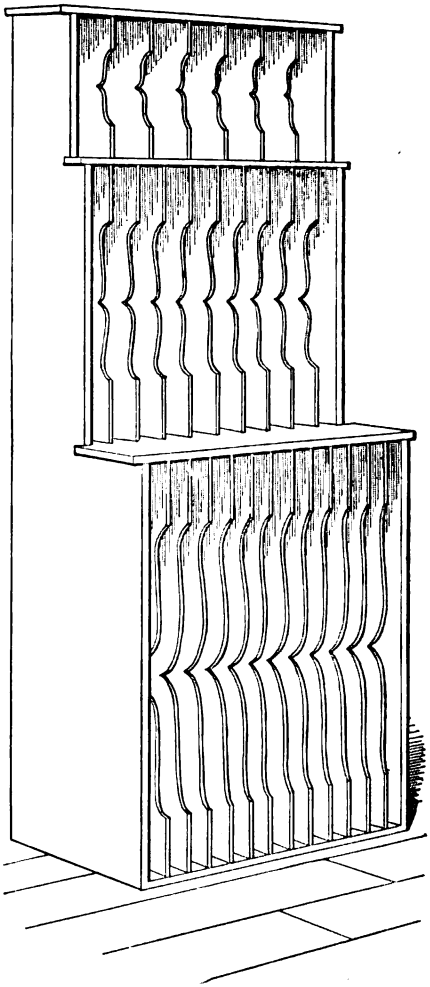


Fig. 6.—General View of Rack for Holding Glass.

A rack in which the partitions are cut away in the center to enable the Glass to be more conveniently removed and also presenting an artistic appearance is illustrated in Fig. 6. In front of the rack is a cutting table, fastened to the wall with strap hinges so that it can be raised out of the way when not in use.

A feature of the Glass rack shown in Fig. 7 is the manner of marking the sizes on the upper row of openings. The width only is marked above the openings designed for Glass from 10 to 24 inches in width, and spaces are also provided for small Plate Glass and odd sizes. The length of the Glass is designated on each partition, the markings running from 40 inches down to 18 inches. The smaller sizes of Glass are designated as usual, the length and width of each size being marked above each opening.

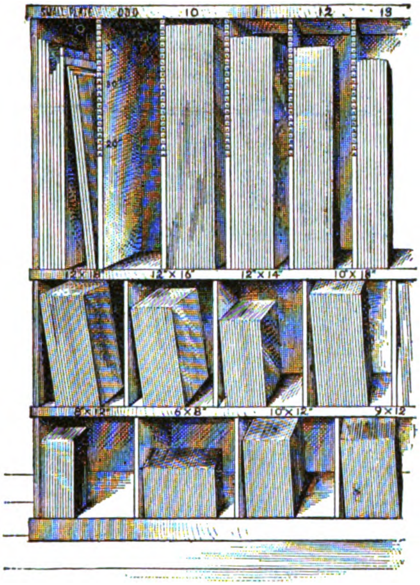


Fig. 7.—Glass Rack.

CHAPTER XLVII.

Glass Cutting Tables.

A Glass table or counter of suitable design should be near the place where the stock of Glass is kept, care being taken also to have it in good light to facilitate accurate cutting. Some convenient Glass cutting boards or tables are manufactured and put on the market, but in the following pages will be found illustrations and descriptions which will enable the dealer to make one of his own design and to meet his special requirements.

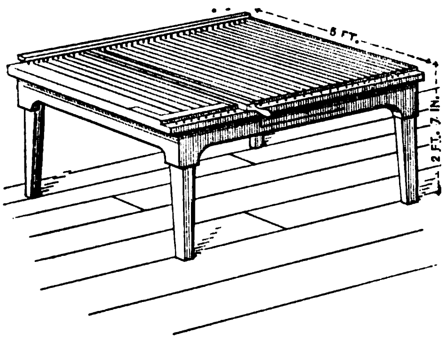


Fig. 1.—*Glass Cutters' Table.*

The Glass counter may be made to correspond with the other counters in the store. The top, however, should be made of 2-inch square pine strips nailed and glued together. On the outer edge may be a steel bar of 3-16 x 1 inch with a 3-16-inch hole drilled in it every inch. On the end of the straight edge there should be a pin which fits into the holes. This arrangement enables the person cutting to hold the straight edge securely in place. The top of the counter is also marked off in inches and fractions of an inch.

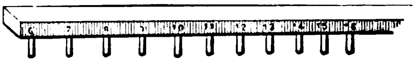


Fig. 2.—*Detail in Glass Table.*

The arrangement shown in Figs. 1, 2 and 3, has been found convenient and is referred to as saving much time. The top of the table is 2 inches thick, made of seasoned lumber so that it will not shrink or warp. A strip with pins an inch apart, as shown in Fig. 2, is fastened along one side of the table under which the end of the straight edge, Fig. 3, is placed. When cutting Glass a steel square is set flush into one corner of the table so that fractions of an inch may be cut with perfect accuracy. With such a table Glass may be cut rapidly and with little liability of breakage, while the danger of making mistakes is reduced to a minimum.

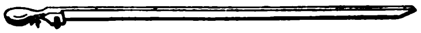


Fig. 3.—Straight Edge.

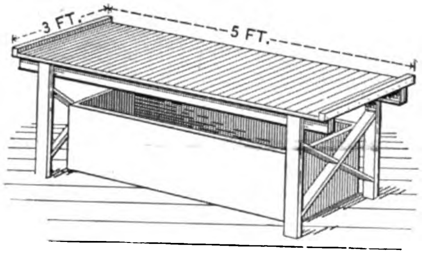


Fig. 4.—Glass Table.

In Fig. 4 a simpler and less expensive Glass table is shown, 3 x 5 feet in size. It has a piece of wood screwed on each end and projecting above the table ¼ inch. The table is divided into inches by lines drawn across it. A drawer is provided for holding the diamond and there are hooks beneath the top of the board on which the straight edge is kept. The box underneath the table is convenient for receiving cut and broken Glass, and being provided with casters is easily drawn out for emptying.

In Fig. 5 a folding table is shown in connection with a Glass rack. The rack rests upon a counter and the Glass board attached to it is arranged as indicated in the illustration, so that it can be readily placed in position for use or raised up out of the way, constituting a front to the rack. The face of the board is shown in Fig. 6. It has a raised edge on two sides. Rules 29 and 47 inches in length are set in flush

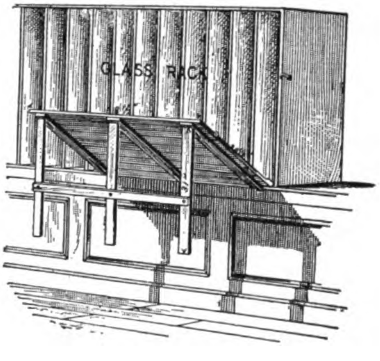


Fig. 5.—Glass Rack and Folding Table.

with the face of the board in the manner indicated, thus giving a convenient arrangement for measuring and cutting Glass. The board is attached to the counter by chest hinges, the supports or legs in front being attached by back flaps. By means of a hook and eye the board when not in use is fastened to the front of the rack. The Glass board is 48½ inches long and 30¾ inches wide, outside measurement. A similar arrangement might be made allowing the board to drop down out of the way, the legs being thrown up underneath.

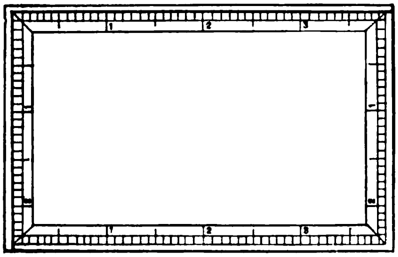


Fig. 6.—*Top of Glass Table.*

CHAPTER XLVIII.

Paints and Colors.

This line of goods is handled by many Hardwaremen and does not present any special difficulties in providing suitable accommodations.

For Dry Colors, Ochers, Umbers, etc., boxes or bins with covers will be found convenient, if the demand is not large enough to justify buying them in ful packages. Square cans, resembling tea cans with slanting lids, can be used to advantage

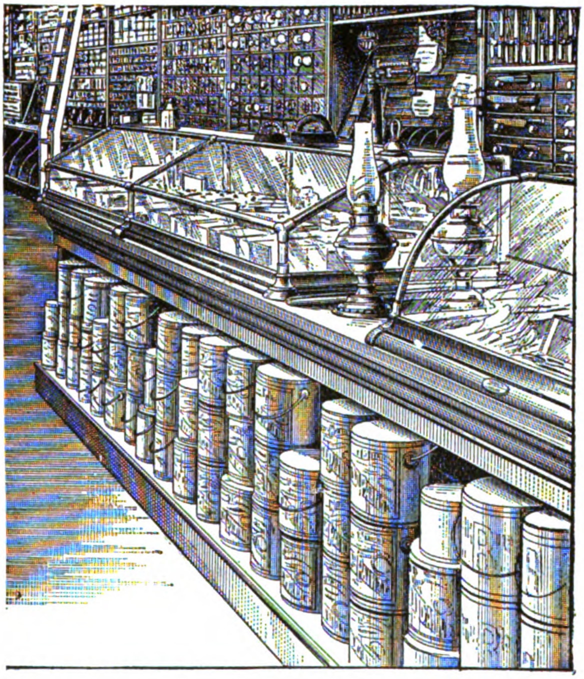


Fig. 1.—Display of Mixed Paints in Cans.

for more expensive Dry Colors, such as Vermilion, Chrome Yellow, Sienna, etc. These may be placed on the counter ledge under the shelving.

Mixed Paints and Colors ground in oil are not difficult to arrange so as to make an attractive showing. A Paint department may be conveniently arranged as follows: Let a line of shelves of sufficient length to accommodate the stock, with spaces 12 x 36 inches, be built above a ledge containing drawers 36 inches wide underneath. On these shelves may be kept the stock of Colors in oil, Varnishes in cans, etc. The stock of brushes may be kept in the drawers. In front of the shelving a counter filled with drawers opening on the rear may be devoted to Dry Paints.

In this connection it should be remembered that Paint Brushes should be kept in the coolest part of the store and that it is cooler near the floor than higher up.

To bring Mixed Paints to the notice of customers it is desirable to have a sample line in a location where they will attract attention and yet where room will be used that is not more valuable for other display of goods. In Fig. 1 a platform for holding these goods is shown in front of a counter near the entrance. The platform is 6 inches high and 8½ inches wide. Care should be taken not to allow any cans whose labels are disfigured by oil to stand among the fresh clean cans, as this detracts from the appearance of the display, and also endangers ladies' dresses when standing in front of the showcase or passing to the rear of the store.

CHAPTER XLIX.

Oils, Turpentine and Varnish.

If these goods are carried by the Hardware merchant care should be taken to guard against the uncleanliness, waste and inconvenience which often attend their sale. Some of the conditions under which these goods and the closely related lines of Paints and Colors are sometimes sold are forcibly described in the following extracts from the letter of a merchant of large experience:

"These goods are often relegated to some part of the building considered unfit for other articles and in a location seldom visited by the proprietor. The place is dark on cloudy days and a lantern is required to avoid waste in drawing or weighing these goods. When but one salesman is in the store, or when customers are impatient, light and lantern are omitted, regardless of the amount of Oil that runs into the drip pan or the Paint that is spilled in weighing. Ultramarine blue is sometimes weighed in scales in which a part of the last weighing of chrome yellow yet remains, and scoops are used indiscriminately. When the accumulated depth of Oil and Paint precludes wading in it, an annual or a semi-annual cleaning up is resorted to. While such a condition of things in any part of the store is almost inexcusable, the loss of profits is almost criminal. Paint Oils and Turpentine and the mineral Paints are sold at too close margin to justify anything but the utmost care in avoiding overmeasure, overweight or waste. Oil and Varnish measures gradually become incrusted and their capacity diminished, and to give full measure a second drawing is resorted to. The amount drawn the second time more than fills the can, and the remainder is left in the measure, to be poured into the drip pan by the next person using the measure"

To prevent Oil and Varnish settling in the measure the expedient illustrated in Fig. 1 may be employed. It will be observed that a ring is attached near the bottom of the measure and nails provided so that the measures may be hung over the drip pan, allowing them to drain clean.

In Fig. 2 an approved method of handling Oil is illustrated. While this arrangement entails some expense it is referred to as amply justifying it in view of the economy and convenience secured.

In a corner or other part of the store the force pump is placed, which forces air into the pipes connecting with it, from which it can be turned to any tank desired by means of a faucet on each tank pipe. The illustration represents the air turned into the kerosene tank and forcing Oil out into the measure. The air, as will be readily understood, is forced into the top of the Oil tank, thus forcing the Oil out of the tank through the pipe connecting it with the faucet from which it is drawn. The gauge shown indicates the amount of air pressure on the tanks, and the operator can thus avoid giving too heavy a pressure. With a pressure of 10 pounds to the square inch, as indicated by the gauge, 2 gallons of Linseed Oil or 3 gallons of Kerosene or Turpentine may be drawn without further pumping. The tanks should be placed on a platform in the cellar as close to the store floor as possible, as the higher it is necessary to force the Oil the more pressure is required. The glass gauge on the side of each tank shows at a glance the amount of Oil in the tank. The connecting pipes are ¾-inch galvanized iron and ¾-inch lead. The tanks are of galvanized iron and require a timber across the top to keep the top from springing up and loosening the seams under pressure. A timber is bolted to the platform for this purpose, but is not shown in the cut. In filling the tanks a barrel is tapped near the bottom and the faucet is inserted, from which a piece of hose is run through the floor and enters an opening in the top of the tank made by removing a screw cap. In this way the Oil is conveyed

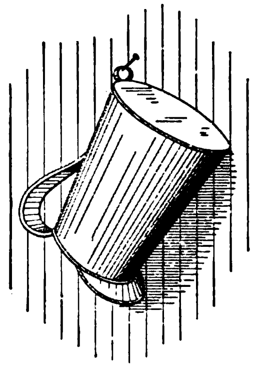


Fig. 1.—Method of Hanging Up Measures for Varnish, Etc.

to the tank without difficulty. The illustration represents a barrel of raw Linseed being thus emptied. The space occupied by the fixtures for drawing six kinds of Oil, as shown in the cut, is less than 6 feet square, and the arrangement permits the drawing of Oil without going down stairs or leaving the customer.

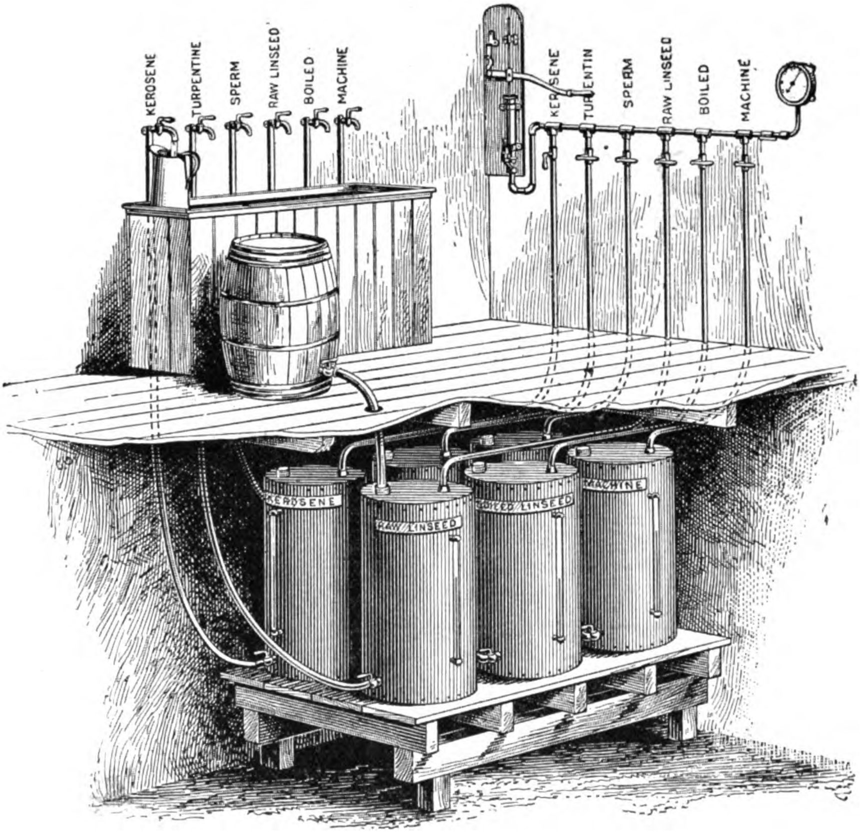


Fig. 2.—Method of Handling Oil.

A convenient arrangement is shown in Fig. 3 for the accommodation of Paint, Varnish and Oil. It is located at the end of the shelving at the rear of the store. The Varnish and Oil cans are home made, of a good quality of heavy tin, and

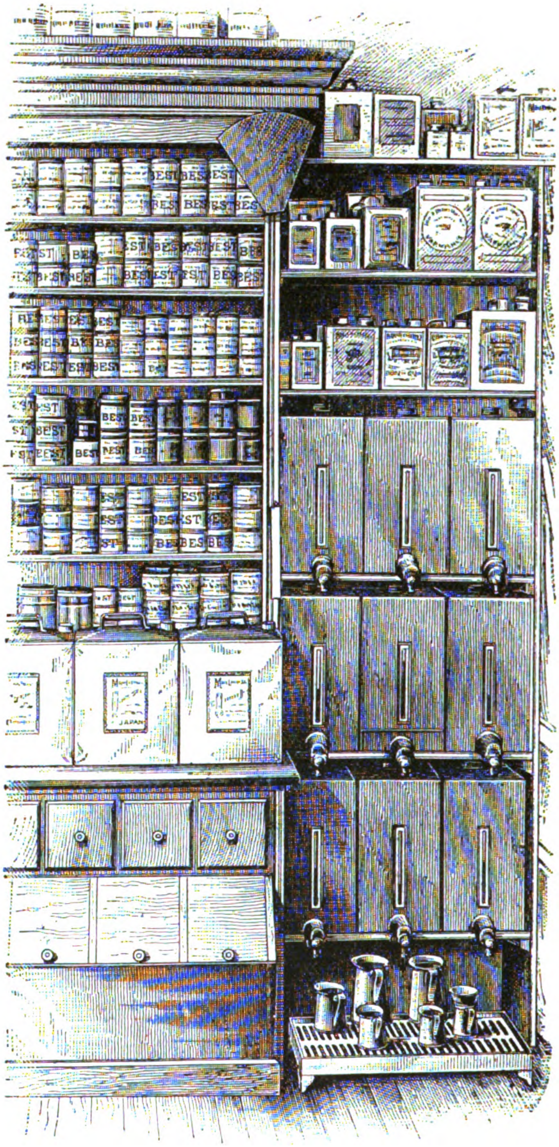


Fig. 3.—*Paint, Varnish and Oil Case.*

have 3-inch screw caps and glass cream can gauges soldered in front so that the contents of the cans may be seen at a glance. The cans are 9 inches wide, 12 inches deep and 17 inches high. They are painted with green carriage paint and neatly lettered. A pan is used underneath to catch the drip and to hold measures and funnel. One can is used for each raw and boiled Oil and Turpentine for small trade, thus saving many steps to and from the back room or basement when serving 5 and 10 cent customers. Above the cans are Varnishes in original packages. Dry Colors are kept at the left of the cans. The bins at the bottom have lift covers similar to grocers' bins, while the small drawers are used for finer Colors.

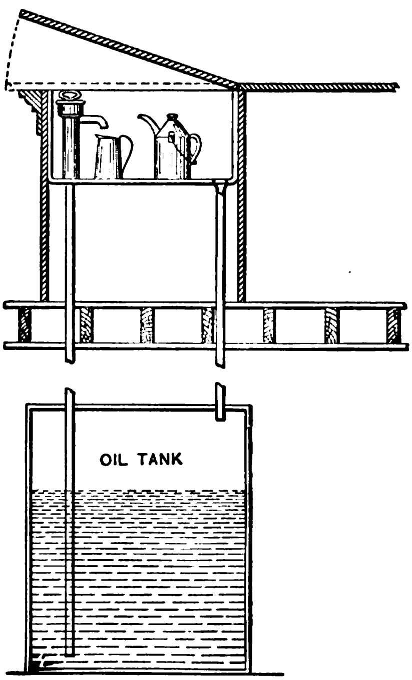


Fig. 4.—Method of Arranging Oil.

In Fig. 4 an arrangement is illustrated by which Oil is pumped from the tank into the measure on the floor above. In the end of the counter directly above a tank containing from 3 to 5 barrels a sink is made about 2 feet long, the same width as the counter and deep enough to accommodate measures and can. The top of the counter is hinged at this point to form a cover. The pipe from the pump runs nearly to the bottom of the tank and the waste pipe carries the drip back into the tank. The neatness and cleanliness of this arrangement is one of the advantages connected with its use, while the size of the tank is such as to allow several barrels of Oil to be emptied into it at one time.

If the Oil or Varnish is drawn directly from the tanks in the usual way without the use of a pump, as in the methods already described, the tanks may sometimes be advantageously placed next to the elevator, the large ones on the floor and the smaller ones on a shelf above, with pipes from the latter coming down to a level with the faucets of the larger tanks. Barrels are raised to the floor above the tanks by the elevator and their contents emptied into the tanks through funnels which pass through the floor to the tanks below. The dripping from the faucets pass through a large funnel which leads through the floor into a tank in the cellar.

It is obvious that barrels of Oil or Varnish may be lifted and put in place by means of a differential pulley block carried by an overhead track. This arrangement is convenient where barrels are on tap and the Oil not emptied into tanks, as is usual and generally desirable. A differential pulley block and track are also useful when the room or cellar in which the tanks are kept has a sufficiently high ceiling to permit the barrels to be drawn up and held in position while the contents are allowed to run into the tanks.

CHAPTER L.

Brushes.

Paint Brushes are naturally sold when Oils and Paints make up a part of a Hardware stock. When Paints are not kept Horse and Scrub Brushes are frequently supplemented by Feather Dusters, Window and Counter Brushes and such other Brushes as are required in and about a house. Stable Brooms and Brooms for house use, together with Whisk Brushes, may properly be included in the Hardware stock. Keeping this line of goods where they will not become moldy, nor too dry, nor too hot, is important with a view to preserving the stock in salable condition. Brushes, as a rule, are a desirable stock, as they pay a good profit, do not go out of style and are in constant demand. They are, however, of that class of goods which customers often forget to purchase unless they see them sampled.

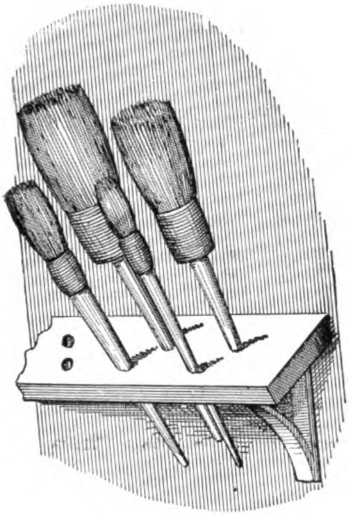


Fig. 1.—Arrangement of Brushes.

A wall case with glass doors may be adapted to Paint Brushes, by having strips 3 inches wide and ¾ inch thick extending the length of the case, one above another. The strips are bored full of holes and are fastened to the back of the case by wrought iron brackets, bent so as to stand at an angle facing the glass, as shown in Fig. 1. When filled with Brushes they present a very handsome appearance. This arrangement is referred to as advantageous in keeping the Brushes free from moths, and the goods are not as likely to dry out as if exposed to the heat of the store.

A rack for displaying Brushes, as shown in Fig. 2, has shelves made of tin finished with a ½-inch bead, as seen in Fig. 3, with a ⅜-inch round steel rod run through the beads. The frame work is made of wrought iron pipe, which is secured to galvanized sockets attached to the floor at each end. The lowest shelf is made up of IX tin, the beads turned on each side preventing the Brushes from falling off. The upper ones are made in the same manner, but they are reversed, having the bead down instead of up. About an equal number of 1-inch and 1½-inch holes are punched with a tinner's punch in the upper shelves, which provides for almost any Paint or Varnish Brush handle. The hooks attached to the arches above are of wire, 2 inches long, and are soldered to the top of the arches and center of the frame above. The hooks and edges of the shelves may be gilded, while the rest of the rack may be painted black, thus giving it the appearance of a purchased rather than a home made device. Its adaptation to many kinds of Brushes is in favor of such an arrangement, while a neat and satisfactory display is secured when the rack is filled.

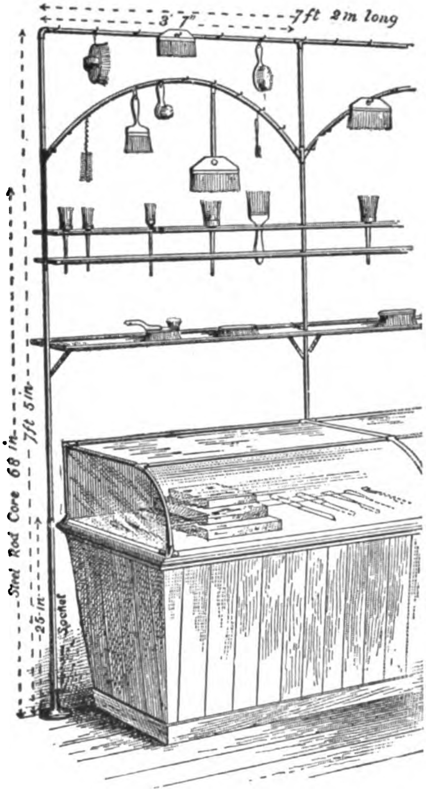


Fig. 2.—Brush Rack.

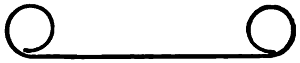


Fig. 3.—Beaded Shelf.

A rack for Brushes may be suspended over the counter, to be raised and lowered from the ceiling like a hanging lamp, having the counter balance weights at the rear or side of the store entirely out of the way. Hooks are soldered to the rack as in Fig. 2, and to these the Brushes are hung. To aid in locating the stock each Brush may be numbered to correspond with the box the stock is kept in, which should be near the samples.

Brush racks suspended from the ceiling are shown in Chapter X, Figs. 3 and 5, and Chapter LIII.

CHAPTER LI.

Oil Cloth.

Considerable difficulty has been experienced by Hardware merchants who handle Oil Cloth, especially where suitable floor space is not available, for displaying it. Customers when making a selection desire to see enough of each piece to get an idea of the pattern and the effect of the whole so that they may be able to judge how it will appear when on the floor.

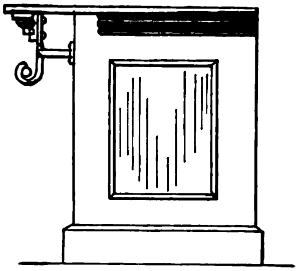


Fig. 1.—Counter with Bracket for Oil Cloth.

In Fig. 1 an arrangement to accommodate Oil Cloth is shown. On the front side and under the projecting top of a counter iron brackets are placed 1, 1½ and 2 yards apart. These support wooden rollers, with iron pins to revolve upon driven into the ends. On the rollers are placed the different widths of Oil Cloth, with the ends left hanging, thus showing them nicely and rendering it easy to unroll the cloth.

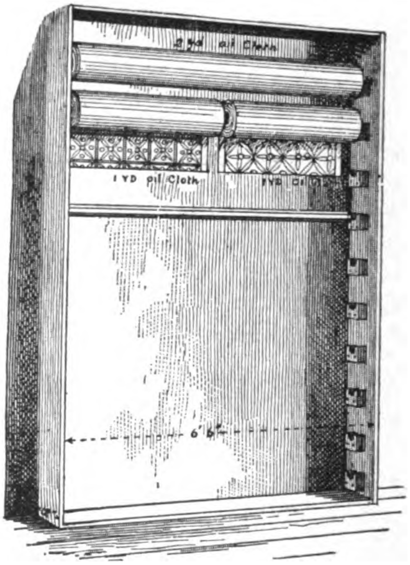


Fig. 2.—Oil Cloth Rack.

A rack adapted for displaying Oil Cloth of 1 and 2 yard widths is illustrated in Fig. 2. The rack, which may be set in the shelving, is 6 feet 6 inches wide, 12 feet high and 12 inches deep, made of boards 2 inches thick. It is provided with a series of rolls 2½ x 2½ inches in size, octagonal in shape, placed 10 inches apart, or a sufficient distance to allow of a full roll of Oil Cloth or Linoleum. The rack may be placed at the end of the shelving, or be built in the shelving, as preferred, extending upward to the ceiling. This arrangement enables a salesman to show each pattern, and if the ends of each roll are pulled out a little the entire stock is constantly displayed, drawing customers' attention to it.

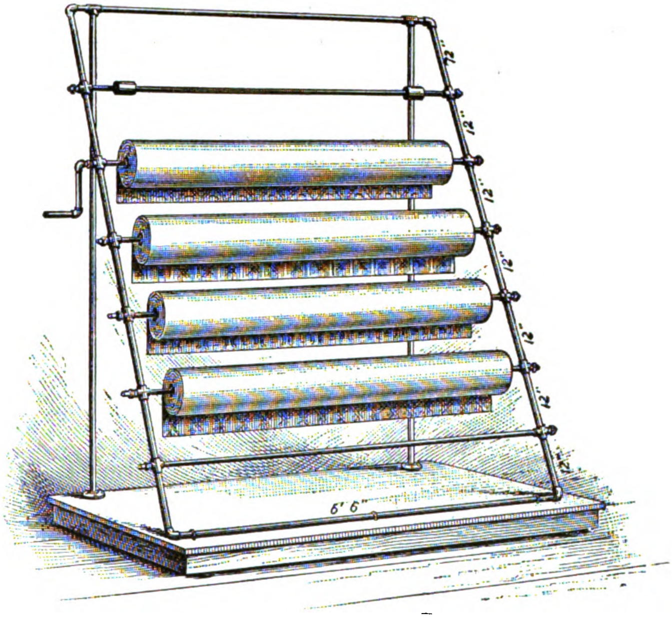


Fig. 3.—Oil Cloth Rack.

An Oil Cloth rack as illustrated in Fig. 3 may be made with a gas pipe frame resting on a platform about 7 feet long, mounted on wheels so that it may be easily moved to any part of the store. The bottom piece of the rack in front is of 1-inch gas pipe, 6½ feet long. The uprights are formed of 12-inch pieces of 1-inch pipe put together with cross tees. The cross pieces, or axles, on which the Oil Cloth is hung, are made of ¾-inch pipe, with lock nuts on both ends, and are run through the tees. The braces at the back are connected to the cross piece at the top of the rack by the use of tees, and at the bottom are fastened to the platform by plates. A crank is made of ¾-inch elbows and nipples. Holes are bored through cylinder blocks of wood, two of which are used on each axle at the ends of the cloth, as shown on the upper one in the cut. When putting on a roll of Oil Cloth one of the lock nuts is removed from the axle, which is then passed through the Oil Cloth, and a tack is driven through each corner of the Cloth into the blocks on the axle. Such a rack has been found satisfactory in use, solving the somewhat perplexing question of how Oil Cloth may be kept in a compact and convenient manner for exhibiting and retailing.

CHAPTER LII.

Seeds.

In some sections of the country Seeds are quite generally carried by the Hardware trade and are referred to as a satisfactory line, coming in at a time when other business is quiet and affording a satisfactory profit. The goods are sometimes kept in pails or other receptacles which are placed on racks graduated with steps, thus bringing them prominently to view and having them within convenient reach.

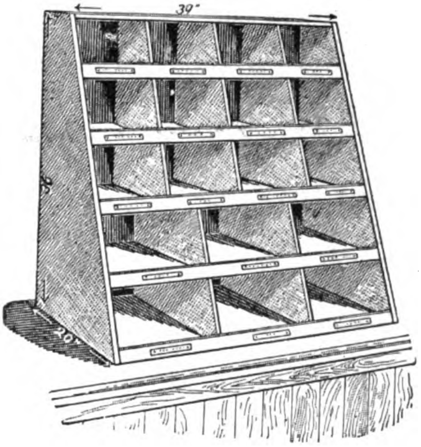


Fig. 1.—*Seed Box.*

A simple and inexpensive case for containing Seeds is shown in Fig. 1, which has six bins with a frontage of 7 x 12 inches and 12 bins with a frontage of 7 x 9 inches. The case is 7 inches deep at the top, 20 inches deep at the bottom and is 36 inches high and 39 inches wide. The bottom, sides and top are made of wood ¾ inch thick and the partitions are ⅜ inch thick. The names of the Seeds and any markings

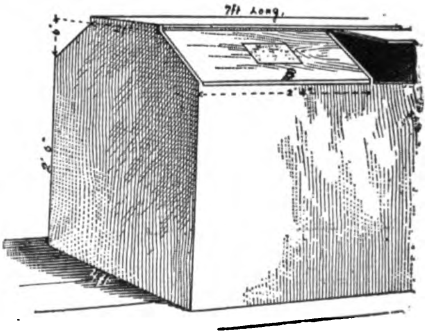


Fig. 2.—*Seed Bins.*

in connection with their sale are made on the front piece below each bin.

For Clover and Grass Seed, Peas, etc., the bins shown in Fig. 2 may be used. They are the same on both sides and have covers which raise up and slide back under the top instead of being attached by hinges. On the flat top of the bins a case of small drawers opening on both sides may be constructed for holding small garden and flower Seeds, or, if preferred, the space may be utilized for other goods.

CHAPTER LIII.

Bird Cages.

This is a line of goods quite generally sold by Hardwaremen, the handling of which involves comparatively little difficulty. It is desirable that a display be made of the Bird Cages in some prominent part of the store, as this is a class of goods the sale of which depends in a considerable degree upon the manner in which they are brought to the attention of customers. In most cases it is desirable to have them in a comparatively high position, where they will be out of the way and at the same time in plain sight. Several methods of accomplishing this are described in the following pages and others will readily occur to our readers.

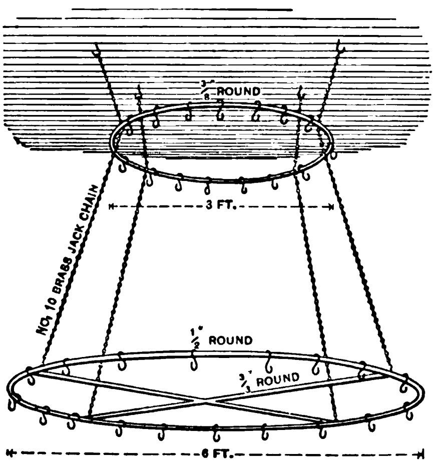


Fig. 1.—*Bird Cage Rack.*

The most desirable method in any particular case will depend largely upon the space at command, the amount of stock carried, and especially the arrangements for displaying similar bulky goods. Bird Baths, Cups, Perches, Swings, etc., should find a place in drawers or shelving near Cages.

A rack to be suspended from the ceiling is illustrated in Fig. 1. It is made of two hoops, one above the other, which are connected by brass jack chain. The upper hook is made of ⅜-inch round iron and the lower one of ½-inch round iron, both being bronzed to correspond in appearance with the chain.

The rack carries about 30 Cages and displays them to good advantage. The capacity of the rack can obviously be increased by having three or four circles. For a rack of larger capacity the lower circle may have a diameter of 10 feet and the upper one of 4 feet, the two intermediate circles being of the diameters necessary to give the rack suitable proportions. The hoops may be connected by wires or chain on the same principle as in the illustration. The top hoop is fastened to the ceiling in the manner shown, which keeps the rack from swaying. Small wire hooks are fastened to the circles from which the Cages are suspended. In all such arrangements it is necessary to have a pole with a hook on the end for the purpose of putting up and taking down the Cages.

A rack made of gas pipe having a capacity of 30 Cages is shown in Fig. 2. It is made with two rings, the upper one being 4 feet in diameter while the lower one is 6 feet in diameter. The two rings are connected by means of gas pipe to render the rack firm and durable. It is suspended by means of a chain or sash cord, which runs over two pulleys to the side of the room and then down to a convenient distance from the floor. This allows the rack to be readily lowered for the purpose of examining the goods exhibited on it.

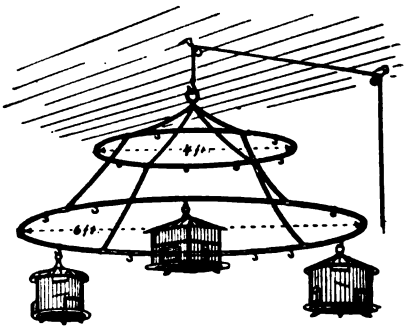


Fig. 2.—Gas Pipe Rack for Cages.

Several other methods of displaying Bird Cages on racks suspended from the ceiling are shown in Chapter X, Figs. 1, 2, 3, 6 and 8. The manner in which Cages can be exhibited on a circular rack in connection with a pillar is shown in Chapter XIII, Fig. 2.

A method in quite general use is to hang Cages from hooks screwed into the cornice of the shelving, a short pole with hook on the end being used for taking them down.

CHAPTER LIV.

Lamps.

Lamps as a line to be handled in connection with Hardware are growing in popularity, especially as many of the jobbing houses are making a feature of them, thus permitting Lamps to be bought and shipped with other goods. The line carried by Hardware stores may obviously be more or less extended, and in some cases will include Hanging, Library, Banquet and Piano Lamps and other fine and expensive goods. Wicks, chimneys, shades, etc., should also naturally be sold. Lamps form an artistic addition to a Hardware stock and even a limited assortment may lead to special orders for hall and newel post Lamps, and also for Lamps and Chandeliers for halls, churches and other public buildings. The arrangements for carrying and displaying these goods will obviously depend upon the number and assortment carried.

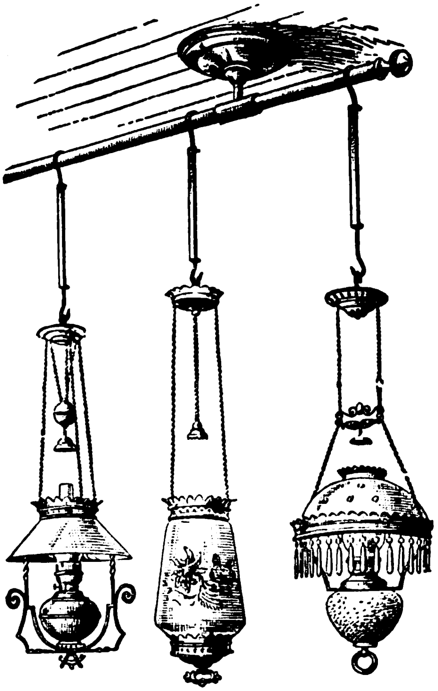


Fig. 1.—Method of Displaying Hanging Lamps.

A plan for displaying Hanging Lamps is illustrated in Fig. 1. A few inches below the ceiling a brass tube or rod is suspended from which, upon hooks of suitable length, the

Lamps are hung. A light netting may be passed over the rod, hanging down on each side of the Lamps, and brought together at the bottom to protect the goods in summer.

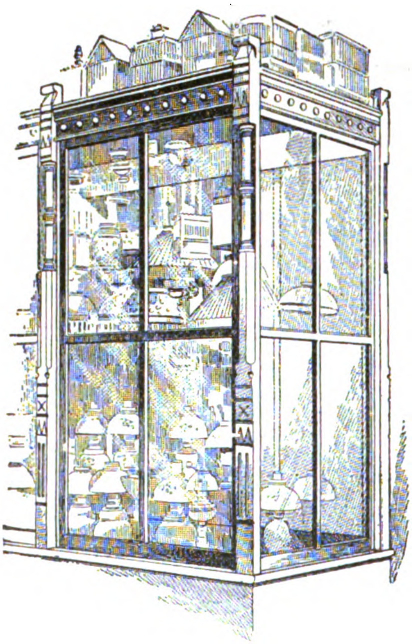


Fig. 2.—Lamp Case.

The Lamp case illustrated in Fig. 2 is 18 feet long, 4 feet wide and 11½ feet high, and is located in the center of the store, near the front. The case will contain from 35 to 40 Hall and Library Lamps and a large assortment of Stand and Banquet Lamps. This manner of showing Lamps keeps them from the dust, besides presenting an attractive appearance, directing the notice of customers to them.

Samples of Lamp Chimneys are sometimes shown on a frame, hung from the ceiling of the salesroom by a brass chain, as illustrated in Fig. 3. The top and bottom of the frame are made of galvanized iron, connected by 12 brass rods. After the Chimneys are put on the rods the top is soldered on, thus preventing clerks selling the sample Chimney. Each Chimney has its proper name lettered upon it and a number to correspond to the number on the package in stock, so that the kind of chimney required by a customer can be instantly found.

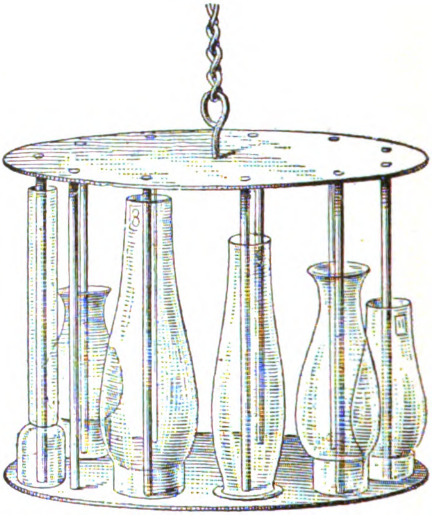


Fig. 3.—Sampling Lamp Chimneys.

CHAPTER LV.

Stoves and Stove Hollow Ware.

In many sections of the country Stoves are frequently a part of the Hardwareman's stock. In arranging them the fact is not to be lost sight of that the display is to be such as to show the Stoves off to advantage, that a favorable impression may be created at first sight. There should also be opportunity for customers to make an examination of the Stoves. This may be accomplished by giving sufficient room where the Stoves are placed or by having them mounted on trucks or movable platforms by which they are readily moved out for inspection. Some merchants prefer long platforms, 3½ feet wide and 3 inches high, upon which to exhibit Stoves, each Stove being given plenty of space so that it may be seen from all sides, but there are obvious advantages connected with the use of separate platforms on rollers or of Stove trucks which answer the same purpose. Both methods are referred to in the following pages.

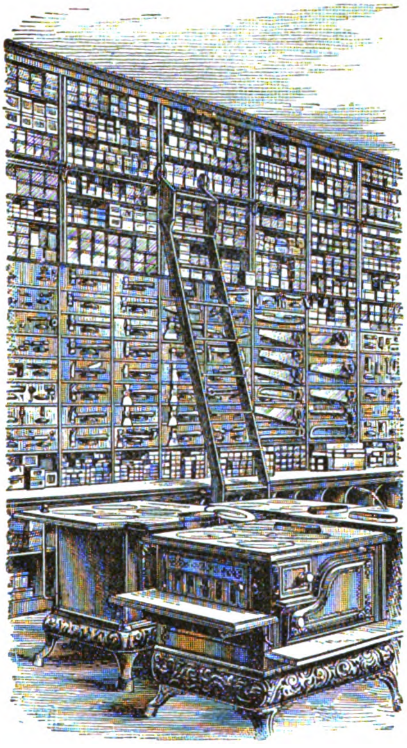


Fig. 1.—Stoves in Counter Space.

Where it is customary to make the price of Cook Stoves include Hollow Ware and Tinware necessary for the culinary department, it is desirable to have a list of the articles written or printed on a stiff card so that the customer may form an idea of the completeness of the assortment, and also to aid the salesman in selecting the goods from stock.

Much time may be saved, however, if complete sets of Stove furniture of the different grades, for the sizes of Stoves sold, are previously made up, ready for the purchaser.

It is scarcely necessary to say that Stoves should be kept well polished and free from dust, and that no goods should be allowed upon them or close to them, which would prevent them from being seen to good advantage and easily examined.

When the Stove salesroom is upstairs, a Stove when sold may be placed on a warehouse truck, on which it is readily taken to the elevator, lowered to the first floor, and by the aid of a light portable inclined plane, put on the wagon, and delivered at the customer's house. The entire handling of the Stove is thus accomplished with little lifting.

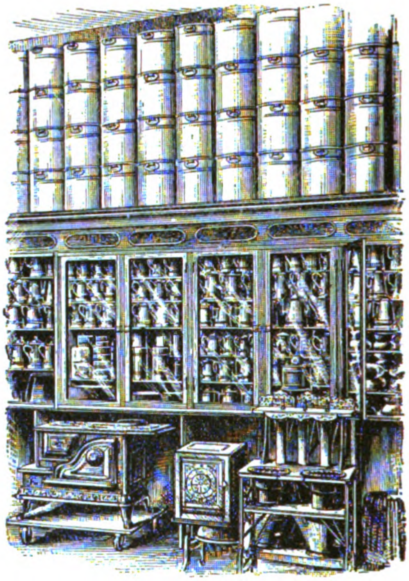


Fig. 2.—Openings for Stoves Under Wall Cases.

In Fig. 1, Stoves on the floor take the place usually occupied by counters, in front of the shelving. The shelving is built with a wide ledge, which is used as a counter, thus economizing floor space.

When floor space is limited Cook Stoves and Ranges may be mounted on easy running Stove trucks and pushed under a wide ledge, in front of which there is no counter, as shown in

Fig. 2. By having the front of the Stoves toward the customer a large number of Stoves can be kept, and they are easily pulled out for more thorough inspection.

Racks suitable for Coal Vases and also many other articles are illustrated in Chapter XI, Figs. 12 and 13. Methods of sampling enameled Hollow Ware, Tinware, etc., are explained in Chapter XI, Figs. 18, 19 and 20.

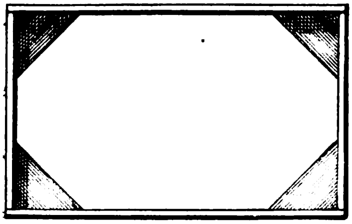


Fig. 3.—The Finished Truck.

Trucks or platforms manufactured especially for Stoves are in general use and are admirably adapted to their purpose. For those who prefer to make their own at a moderate expense, a hint is given in Fig. 3. A piece of 1 x 6 inch lumber sawed as in Fig. 4 gives four right-angled triangles to be used for corner pieces. Four strips of suitable length, 3 x ½ inch, are made for the ends and sides and are nailed together, with the corner pieces 1 inch below the upper edge of the strips, which prevents the Stove legs from slipping off. Heavy casters are screwed on under each of the corner pieces, and the wood work of the truck painted any color desired. The result is a cheap, light and durable truck.

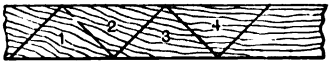


Fig. 4.—Cheap Stove Truck.

It is desirable to keep a memorandum of each Stove sold and its purchaser, and to let it be understood that the merchant can furnish repairs at any time without the purchaser being obliged to furnish the number, date, size or maker's name.

CHAPTER LVI.

Iron and Steel.

Methods adapted for carrying a stock of Iron or Steel may properly be considered here inasmuch as such goods are frequently sold in connection with Hardware. The stock is usually kept in a wareroom or warehouse in the rear of the store or otherwise conveniently located. The business of Iron and Steel is, however, of much less importance now than formerly, since many articles, such as Wagon Irons, repairs for agricultural implements, etc., are purchased more cheaply from the manufacturer than they can be made by the local blacksmith. The fact that blacksmiths usually carry a small stock of Iron and Steel which they purchase from the jobbers, who in many sections carefully cultivate this class of trade, tends to diminish largely the retailer's business in this line. The merchant's profits are also as a rule rather unsatisfactory and disproportionately small in view of the trouble and inconvenience of handling the goods. Many Hardwaremen, however, will be interested in information in regard to improved methods, and houses making a specialty of Heavy Hardware will doubtless find the following descriptions valuable. There is obviously a diversity of opinion among those carrying a stock of Iron as to whether it is best to keep it in racks or standing on end, a question which is usually determined by the dimensions of the room in which it is stored. Standing against the wall it occupies but little floor space on one or both sides of the room, but requires a high ceiling. The middle of the room is thus available for scales, Iron cutters, and such bulky goods as it may be desirable to store there. Large stocks of Iron and Steel, are, however, often carried in racks, as a large quantity may thus be very compactly accommodated.

Figs. 1 and 2 represent a simple and efficient arrangement for keeping a stock of Iron standing against the wall. The Iron rests on a platform 2 inches high and 24 inches wide, with a strip running along the front to keep the bars in place. The upper part of the arrangement is made by nailing a strip 6 inches wide and 1½ inches thick to the wall, as represented by C in Fig. 2. The division pieces A A are 6 inches wide, 1½ inches thick and 12 inches long, and are nailed to the strip C. The pieces B B are cut to the length of division and nailed to the strip C to give the projecting pieces greater firmness. Black figures on a white background designate the sizes kept in each division. Pins driven into holes bored in the wall strip C may be substituted for the pieces A A.

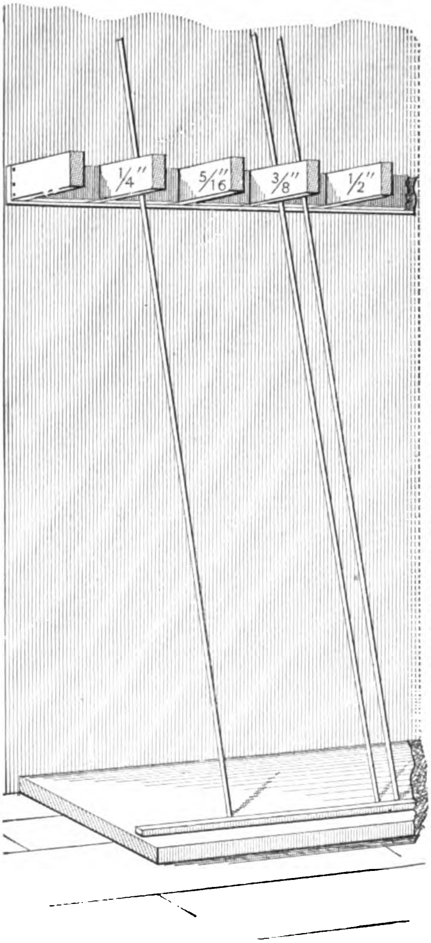


Fig. 1.—*Iron Rack.*

In stores where plenty of wall space with a high ceiling is not available racks are more desirable for keeping the stock of Iron. In Fig. 3 a rack is shown the sides of which may be used for full bundles of Iron, Gas Pipe, Steel, Crowbars, Nail Rod, Sleigh Shoes, etc. Instead of iron rods for partitions wood is used in this case, and hardwood is used for bottoms, so that long bars will easily slide back their whole length, and short bars and pieces cannot fall down, as with rods for partitions. If thought necessary the bottom boards may be covered with sheet iron.

A rack may be constructed with pigeonholes 10 inches high and 12 inches across, 120 in all, the pigeonholes being 6 x 6 inches and 16 feet deep; also two rows of seven each, 10 inches square, these being for Band and Hoop Iron, located near the floor. Beginning at the bottom row of holes and going upward, the stock is arranged as follows: First, Band; second, Hoop; third and fourth, Tire; fifth, assorted Flat Bars; sixth, Stake; seventh, Swedes Iron, Steel, Nail Rods, etc.; eighth, Oval; ninth, Half Oval; tenth, Half Round; eleventh, Round; twelfth, Crowbars, Handles, etc. When possible it is a great convenience to have one end of such a rack close up to a large door opening into the street. The door should be somewhat larger than the face of the rack and be hung from the top, nicely balanced by a weight. A gentle push will then send it high up out of the way, when a truck can be loaded or unloaded directly from or into the rack.

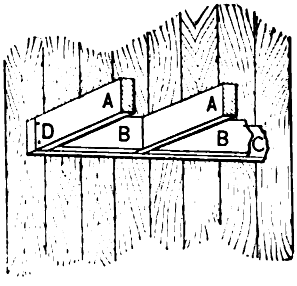


Fig. 2.—Details of Iron Rack.

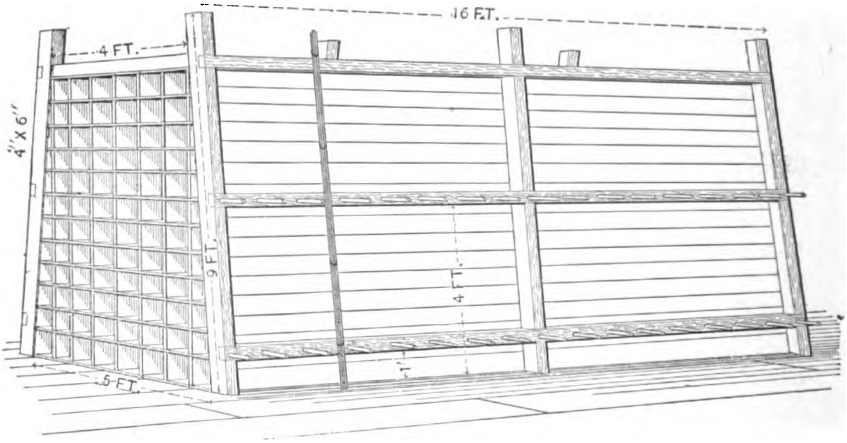


Fig. 3.—Iron Rack.

The rack represented in Figs. 4 and 5 is made of 2 x 4 inch stuff and round bar iron. Fig. 4 gives the front view of the rack, the frame being 2 x 4 pine, well bolted, with cross rods of ½-inch round iron, and upright rods of 5-16-inch round iron. The end or front of the rack, Fig. 4, is 6 feet high, 4 feet wide at the bottom and 30 inches wide at the top. The length of the rack, as shown in Fig. 5, is 10 feet, and has two 2 x 4 pieces, 10 feet long, over the top, bolted through the top cross pieces and braced. There are three sections like that shown in Fig. 4, these having the ½-inch rods extended beyond the uprights and bent up to accommodate bundles of light Tire. The 5-16 upright irons project above the rack about 4 inches, and provide a place for Cutter Shoes. The cross and upright bars are wired where they intersect each other, thus keeping them in position. The rack will hold about 90 different sizes or kinds of Iron or Steel, and will bear up under a weight of 3 tons or more. By setting scales about 10 feet from the front of a rack, Rods or Bars can be drawn directly from the rack to the scales. The cost of a rack of this kind is estimated not to exceed $10.

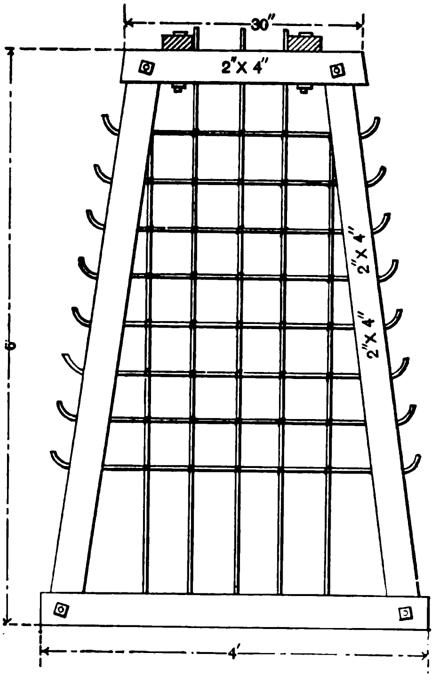


Fig. 4.—Iron Rack, Front View.

The rack represented in Fig. 6 has posts 3½ x 3½ inches, of which there may be 12, 16 or more, according to the requirements of the stock of Iron carried. The posts are held in place by 1 x 4 inch strips, which make the rack firm enough to be moved if desired. The posts are all braced on one side, which adds to the rigidity of the structure. If the posts and strips are fastened together with screws the rack can readily be taken apart and moved from one building to another. On the end posts pieces of 7/8 x 1/4 inch Iron, bent at the ends, are gained in flush with the post and fastened with wood screws or wire

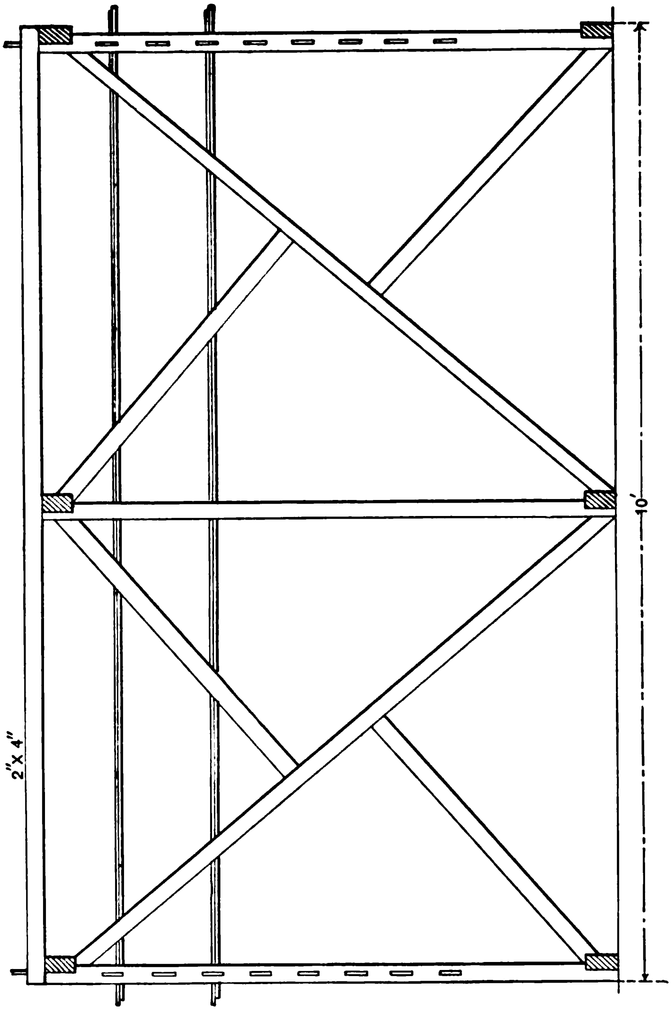


Fig. 5.—Iron Rack, Side View.

spikes, and are bent up sufficiently to hold as many Bars as desired. The irons on the center posts are made of ½ x ⅝ inch round iron, driven into holes bored through the posts. These center irons serve only to support the middle of the Bars or they may be bent at the ends to form hooks to hold the shorter pieces. It is estimated that the bent irons at the ends being let into the posts will carry ¼ to ½ ton each. The posts being 10 feet apart leaves about 2 feet of the Bars to project over at each end of the rack, while the iron supports in the center hold the Bars in as straight a position as if laid on the floor. The distance that the posts should be apart is regulated according to the length of the iron arms, and should allow sufficient space for a man to walk between the posts with a bar of Iron and lay it in its proper place. The size of the Iron is marked on the post where the arm crosses it, so that it can be seen plainly. The rack should be only high enough to allow of the highest arms being easily accessible. The top can be covered with cheap boards and used for storing light goods out of season. It will hold a large quantity of such goods, the irons serving as ladders for reaching the top.

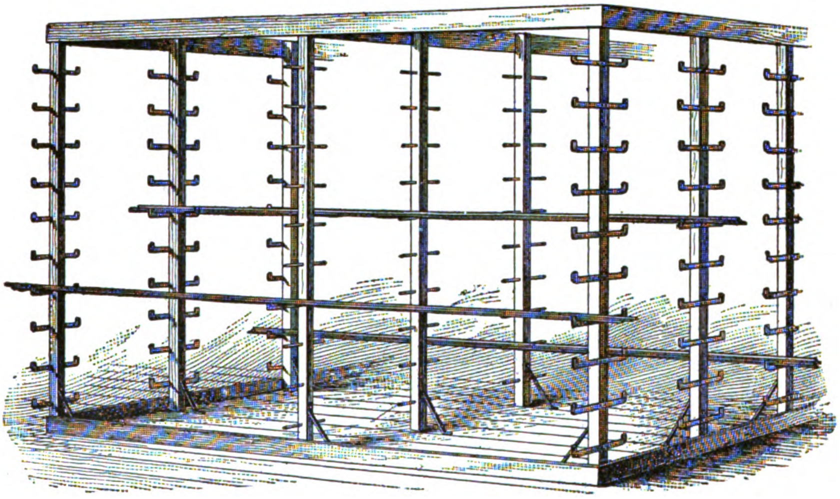


Fig. 6.—Bar Iron Rack.

The Iron rack shown in Fig. 7 consists of a series of compartments formed by a frame work of wood and iron. Pieces of 2 x 4 dressed studding form the vertical divisions, while rods passed horizontally through these at regular intervals serve at the same time to make the horizontal divisions and to hold the pieces of studding in a solid frame work. Sleeves formed of pieces of gas pipe equal in length to the spaces between the studs are slipped over three of the rods, one near the top, one near the middle and the other near the bottom of each section of the frame work, the studs thus being held firmly in position. A washer is put between the ends of the pipe and the wood to prevent the ends of the pipe from being forced into the wood when the nuts at either end are tightened. The upper ends of some of the studding are fastened to the joists of the ceiling, while at the bottom the entire structure rests upon a low platform.

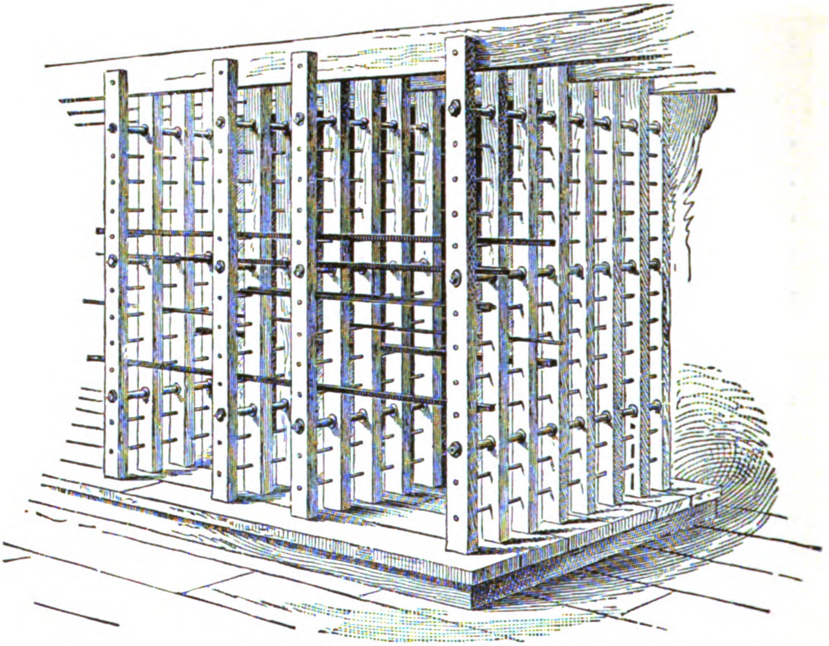


Fig. 7.—Iron Rack.

An Iron and Steel rack may be made 14 x 20 feet in size, secured to both floor and ceiling, thus strengthening the building materially as well as storing goods in a very small superficial compass. The uprights may be 4 x 6 timbers with cross bars of 1-inch round iron, there being nine tiers, making 144 compartments.

Those who do not want to be troubled with fixtures for winding Hoop Iron may cut the bands of a bundle and as nearly as possible straighten the contents of the bundle on the floor. Take out one strip of Iron and let it double back as before the bundle was opened; even the ends and double once in the middle; tie with a piece of waste twine in the center, and hang it up on a pin or pile it on a shelf. So continue until the bundle is disposed of, which will result in neat bundles about 4 feet long.

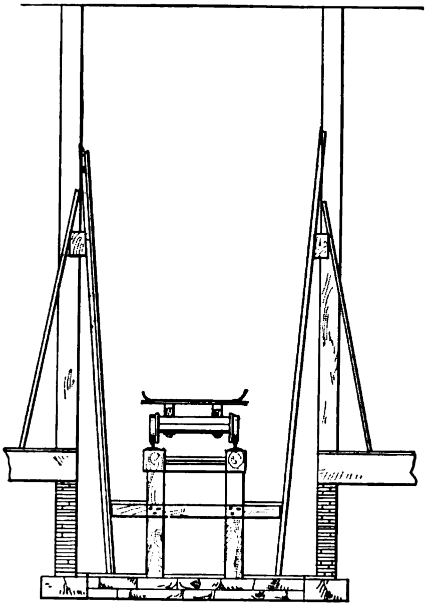


Fig. 8.—*Section of Iron Pit.—Scale, 4 Feet to Inch.*

A convenient way for handling Iron when a large enough quantity is carried in stock to justify the expense is illustrated in Fig. 8. In an Iron room, 25 x 100 feet, is a pit 4 feet deep, 9 feet wide, and nearly the length of the room. A T-rail track runs in the pit and passes over a dormant platform scale. A car made of Iron is used on the track to convey the Bar Iron to and from the building. The bottom of the pit is solid mason work covered with oak plank, so that the weight of the Iron has no effect upon the building. On each side of the pit and extending its entire length a wooden frame is built from the floor to the ceiling and against such frame the upper ends of the

Bars rest, while the lower ends stand on the bottom of the pit. Iron pins about 18 inches long are driven into this frame to keep each size separate.

The floor plan illustrated in Fig. 9 is of a large and well arranged establishment, in which a stock of Iron, Steel, Horseshoes and Blacksmiths' Supplies is carried. A cellar of the same size as the plan shown is also used for the accommodation of stock. The three buildings, each of which is 23 feet wide in the clear, are joined together by wide brick arches, and extend back to an equal depth of 89 feet. In addition to these is a warehouse 16 x 30 feet in the clear, located in the rear of the stores and separated from them by a court 7 feet wide, with washrooms and closets at one end of the court. The ceiling of the main floor is 13 feet high and that of the cellar 12 feet high. The arrangement of the buildings to accommodate the largest possible amount of goods in the most convenient manner for handling is the result of years of experience and a thorough knowledge of the requirements of the business. In the cellar are kept Anvils, Horseshoes, Band and Hoop Iron, etc. An average stock of 1500 to 2000 kegs of Horseshoes is carried. These are delivered from the sidewalk to the cellar by means of a chute. A sidewalk lift or elevator is used for raising goods from the cellar for shipping, run by a 5 horse-power dynamo located in the cellar. This greatly facilitates the handling of heavy goods, and as the elevator can be run rapidly, both time and labor are saved

Referring to the floor plan, Fig. 9, it will be seen that the space is devoted entirely to racks, sample room and the office. The racks are of four styles, each well adapted to the location in which it is used and the stock which it carries. Racks similar to the one shown in Fig. 10, of which there are four, occupy the spaces indicated by numbers 5 on the plan. Racks like the one illustrated in Fig. 11, of which there are four, stand in the space numbered 2 on the plan. Against the wall, indicated by No. 4 on the plan, racks as shown in Fig. 12 are placed. In the center room racks as shown in Fig. 13 are used in the space numbered 1. The warehouse shown in the rear of the stores in the plan is devoted to a rack made of iron, as shown in Fig. 14.

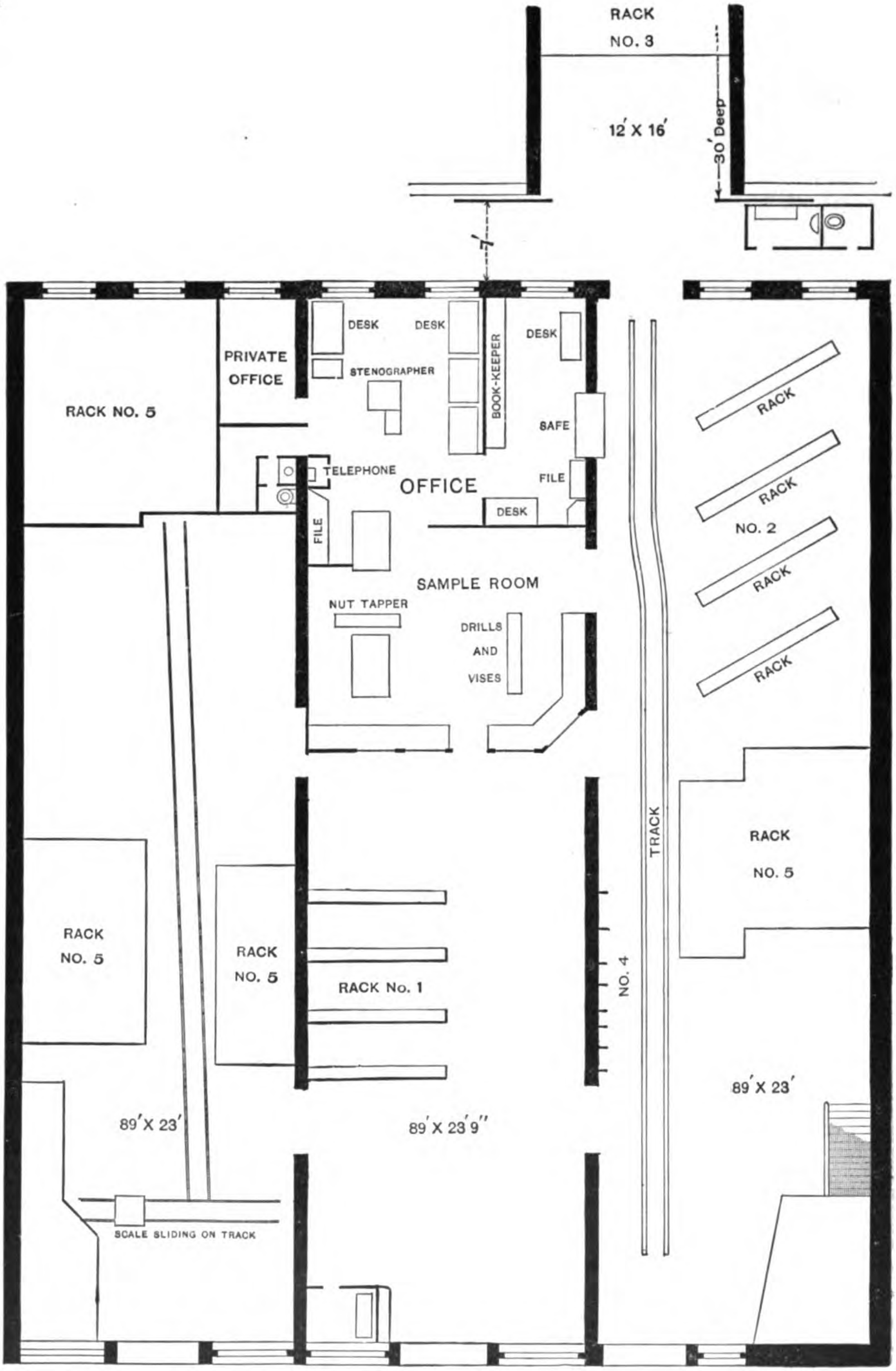


Fig. 9.—Floor Plan of Iron and Steel Store.

In the rooms to the right and left of the center building are narrow gauge tracks, upon which hand cars are run, carrying stock from the drays in front of the store to be placed in the various racks. The cars are also found useful in conveying stock for orders to the scales in the front part of the stores. There are scales, of about the same elevation as the cars, in both of these rooms, as shown in the one at the left hand in the plan; the scales sliding on tracks which are not fastened to the floor, thus permitting their direction to be changed.

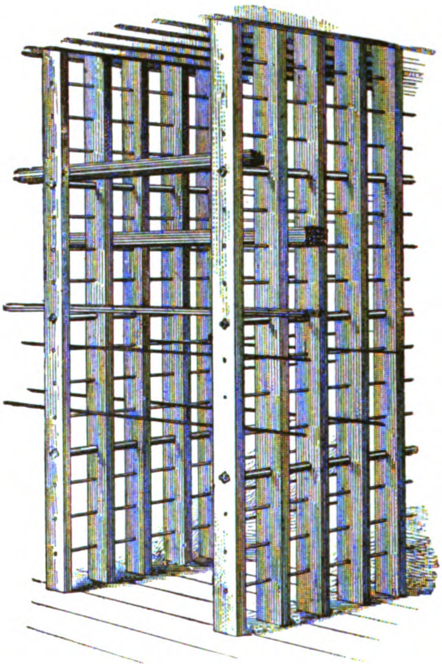


Fig. 10.—*A Substantial Iron Rack.*

The business of the firm is almost entirely with consumers, and particular attention is paid to blacksmiths' supplies, in which line everything is carried from Aprons to Bellows, while the stock of Iron and Steel carried averages from 700 to 800 tons. The sample room, which is directly in front of and forms a part of the office, contains samples of everything carried in stock except Bar Iron and Steel, the samples being attractively arranged. Horseshoes, Blacksmith and Shoeing Hammers, Bolt Clippers, Farrier Knives and small articles of this kind are effectively shown on large and well arranged sample boards on the wall at the right of the entrance of the sample room. Drills and heavy tools mounted in working order are stood in front of the sample boards. Shelving against the wall to the left of the entrance is used for Files and goods packed in boxes, such as Horseshoers' Tools, etc. The office is commodious, well lighted, and provided with all modern conveniences. A lavatory is just outside of the office, back of which is the private office, with a passageway between. The shipping office and desks are in the front part of the middle store, to the left of the entrance.

The rack illustrated in Fig. 14 is situated in a warehouse, by itself, in the rear of the store shown in Fig. 9. The building is 30 feet deep, with a space in front of the rack 12 x 16 feet. The entrance is the full width of the building, and is closed by a sliding wood door covered with metal. The rack is entirely of iron, requiring the entire width of the building, 16 feet, and is 18 feet long, designed to take 20-foot bars of cold

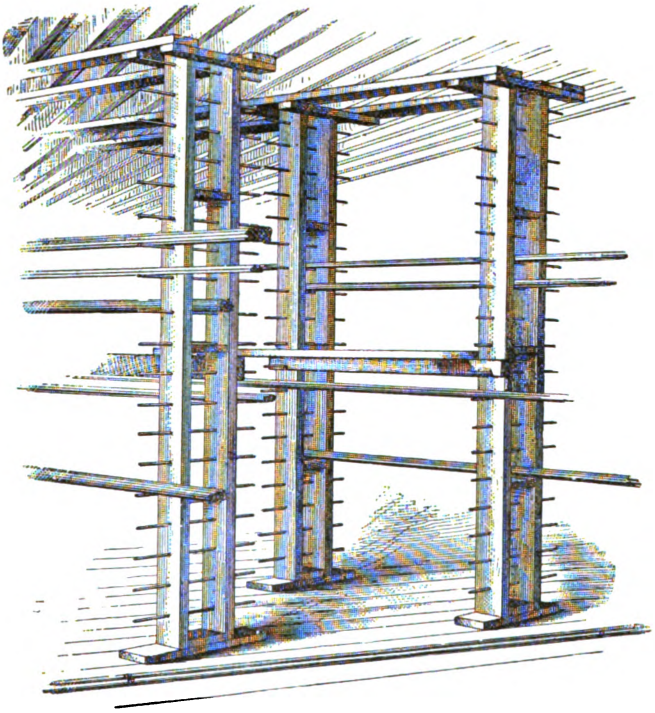


Fig. 11.—*Racks at an Angle.*

rolled and machinery Steel. By using iron for uprights instead of wood of the necessary size to give corresponding strength, 26 inches in space is saved in the width of the room. The length of the rack is formed of five sections of uprights standing on 3 x 8 inch pieces of wood, which in turn rest upon a cement floor. The iron uprights are ⅝ x 3 inches in size, standing 10 inches apart, and connected by ⅞ rods, 10½ inches apart. The uprights were cut to lengths and holes punched at the mill, according to order, and were ready to set up when they arrived at the store without any change. Each section is stiffened by having four 10-inch lengths of 1¼-inch gas pipe slipped over the ¾-inch rods between the uprights as the rack was being constructed. The rack is entirely independent of the walls, so that if the rack were loaded to its full capacity of 500 tons, and should settle, the building would not be affected. The sections are placed about 4 feet apart, and the lower part is 6 feet high. It will be seen by the illustration that the front of the upper part of the rack is one section, or about 4 feet back of the front of the lower part, thus forming a platform from which Steel may be put into or taken from the upper rack. The uprights forming the sections of the upper part of the rack are extensions of those of the lower part, being 12 feet long, running from the floor to the top of the rack. The Iron rack shown in Fig. 10, and marked on the plan, Fig. 9, as racks No. 5, oc-

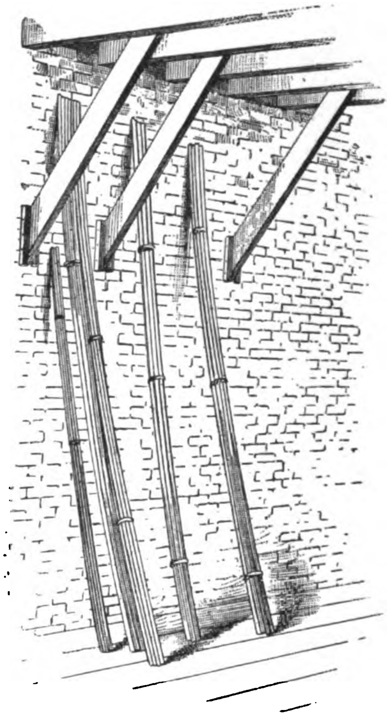


Fig. 12.—Wall Racks for Bundles of Rods.

cupies a space of about 12 x 12 feet on the floor, and is formed of 2 x 9 inch uprights, set 12 inches in the clear, with a space of 4 feet between each row of uprights. They are fastened to the floor and also fastened to the joists above, and have iron rods from 6 to 9 inches apart for supporting the Iron or Steel. The uprights are further stiffened by having three rods running the entire width of the rack through each row of uprights, with a head at one end and thread and nut at the other. As the rack was being constructed 12-inch lengths of gas pipe were slipped over the rods between each upright and all drawn together with the nut at the end. Time and labor may be saved by having racks face entrances, so that Iron or Steel can be unloaded directly into them from the dray.

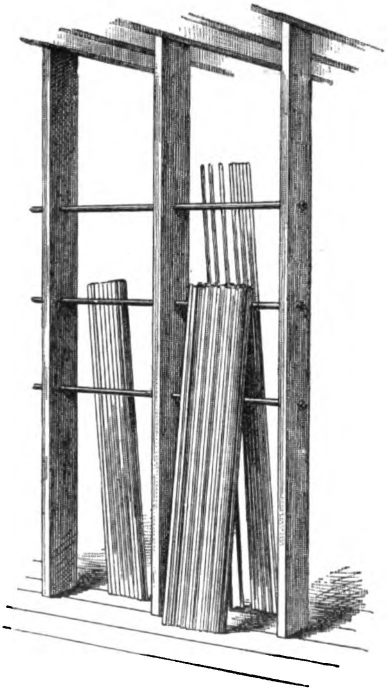


Fig. 13.—*Racks Used in Place of Wall Space.*

The racks illustrated in Fig. 11, and designated in Fig. 9 as racks No. 2, stand at an angle with the side of the building, and their position gives a clearance in handling Tire Steel in bundles, which is a feature worthy of notice, as it is the only way in which stock in bundles can be racked. In fact, the racks are nearly as convenient for putting in or taking out stock as if facing the entrance. Steel designed for these racks is loaded at the entrance on a small platform car and run back on the narrow gauge track to its destination. The racks are 10 feet long, made of 2 x 12 inch uprights, 8 inches apart in the clear. The rods for supporting the Iron are 1 inch square, and project on each side of the uprights, so that the Tire Steel is stored between the uprights and on each side. The uprights are braced by pieces of 2-inch stuff, through each of which are two bolts. A 12-inch plank, 2 inches thick, is placed between the racks, 6 feet from the floor, forming a platform from which to handle the Steel on the upper portion of the rack.

Wall spaces may be utilized for standing rods in bundles, keeping the bundles separated by racks, as shown in Fig. 12 and designated as racks No. 4. These are made of pieces of 1 x 12 inch stuff, fastened to the wall 6½ feet from the floor.

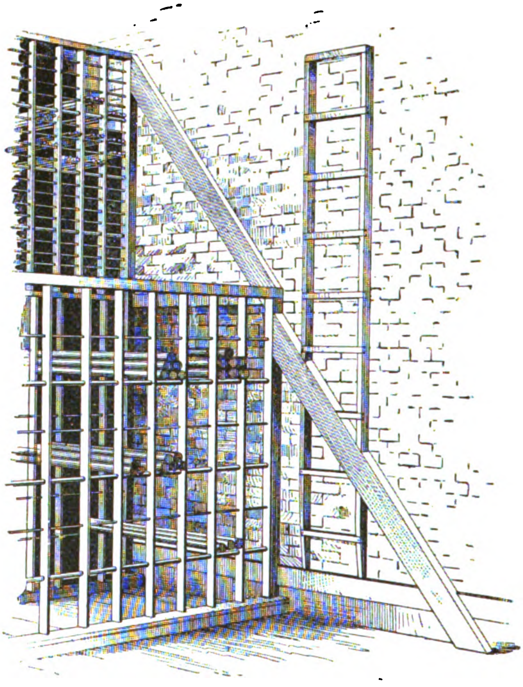


Fig. 14.—A Steel Rack Made of Iron.

Racks similar to the one shown in Fig. 13 may be used to take the place of wall space for standing Iron against, their position being indicated as rack No. 1, in Fig. 9, where they have been found great economizers of room. They are built of 1 x 9 inch uprights, placed 2 feet apart, and connected by rods of ¾-inch round iron, the rods commencing 4 feet from the floor. The racks should have a space of at least 4 feet between them, when more than one is used, to allow of getting the Iron in and out easily. The uprights of the Steel rack, shown in Fig. 14, are joined together by ¾-inch rods, 10 inches apart, and braced in the same way as the lower part. In hight there are seven openings in the lower rack and 14 openings in the upper one. A narrow gauge track runs through the store, and the Steel when unloaded in front of the store is put on a car and run directly back to the rack and put in the proper compartments, thus saving much time and labor. The ladder against the side of the building affords ready access to the upper rack.

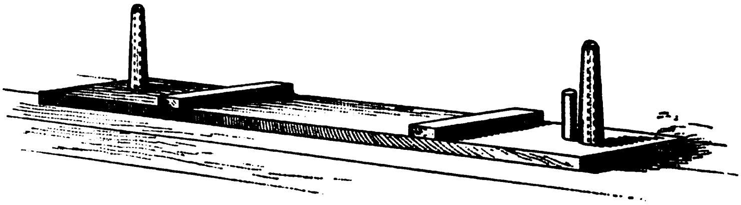


Fig. 15.—Board and Pins for Hoop Iron.

The keeping of Hoop and Band Iron in convenient manner for retailing is a question which troubles many Hardwaremen. We give two or three suggestions showing how this may be accomplished with little trouble or expense. As shown in Fig. 15, two wooden pins are made 6 inches long, 2 inches in diameter at one end and 1 inch at the other. A ⅜-inch hole is bored through the pins endwise. To a board or plank 4 to 8 inches wide, 4 feet long, the wooden pins are bolted upright, one near each end. A 2-inch cleat is nailed across the board, 12 inches from each end A bundle of Iron is opened and wound around the pins in 1 to 5 pound bundles to suit various customers, tied and hung on pins. The cleats hold the bundle away from the board, increasing the convenience in tying. A 3-inch pin may be driven into the board on the inside and close to one of the bolted pins, between which the end of the Iron is held when commencing to wind a bundle.

Another plan is to take off the hoops from a barrel near the end without the head. Two staves are cut down 1 foot from the top opposite each other, and a ¼ inch cut 4 inches long is made between two staves, as in Fig. 16. The end of the Iron is put into this cut and the Iron wound around the barrel in bundles to suit. The large openings give a convenvent place to tie the bundles of Iron when wound.

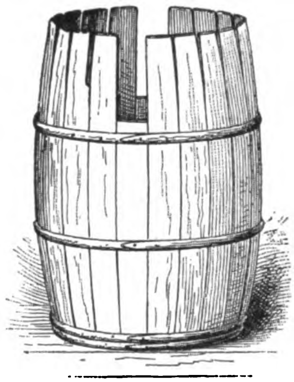


Fig. 16.—Barrel for Hoop Iron.

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